

FIG. 1A

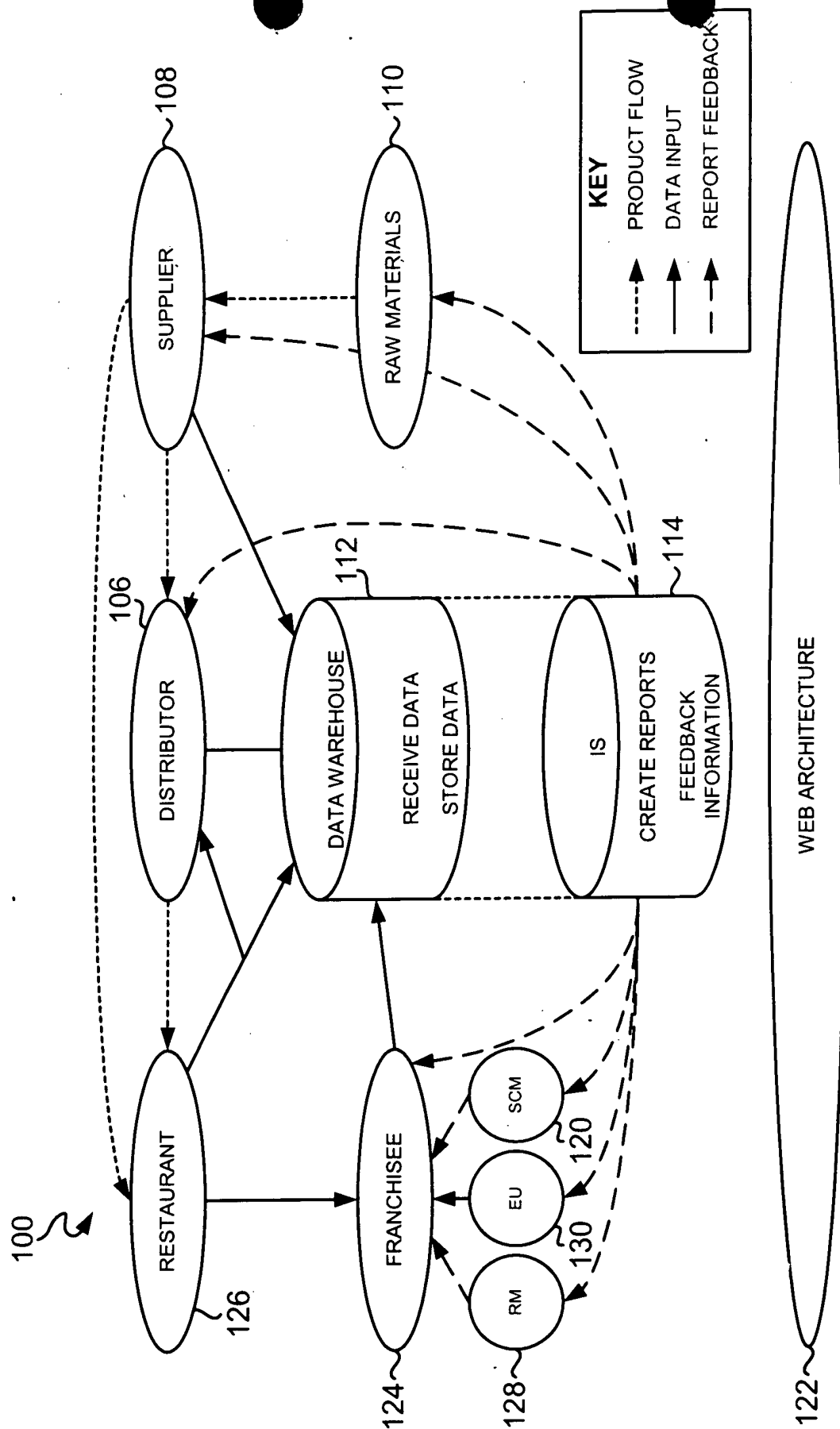


FIG. 1B

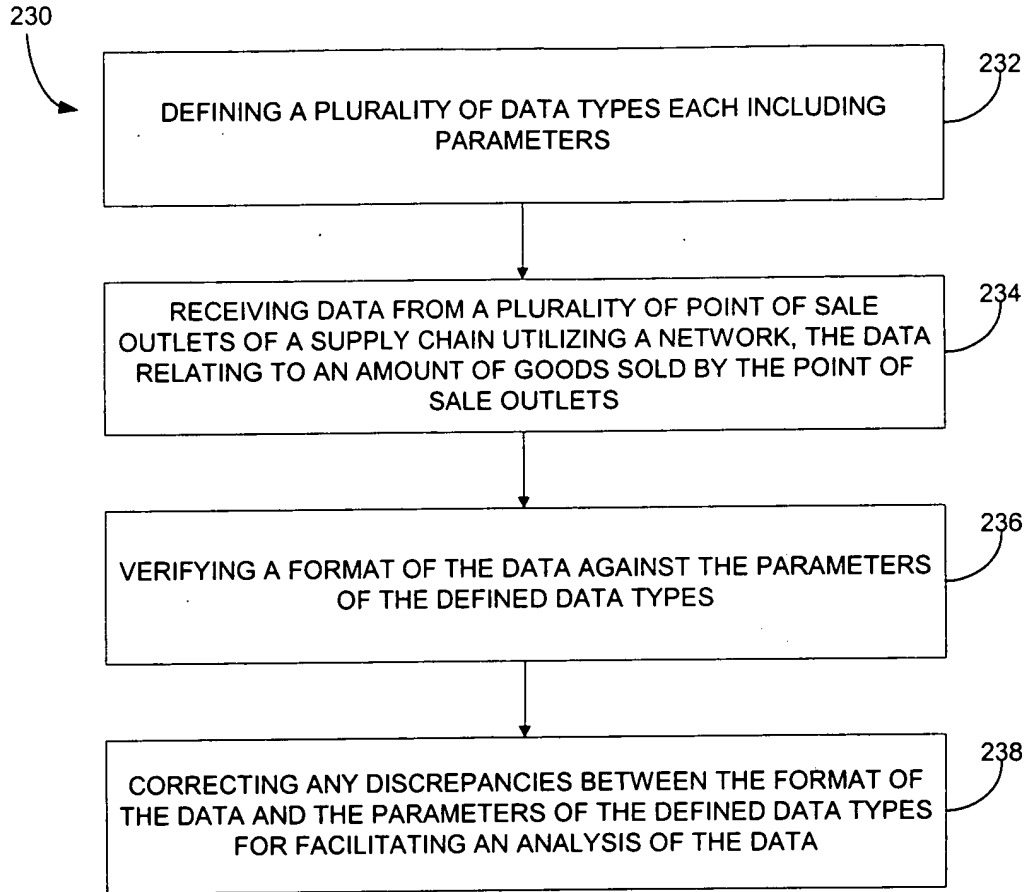


FIG. 2

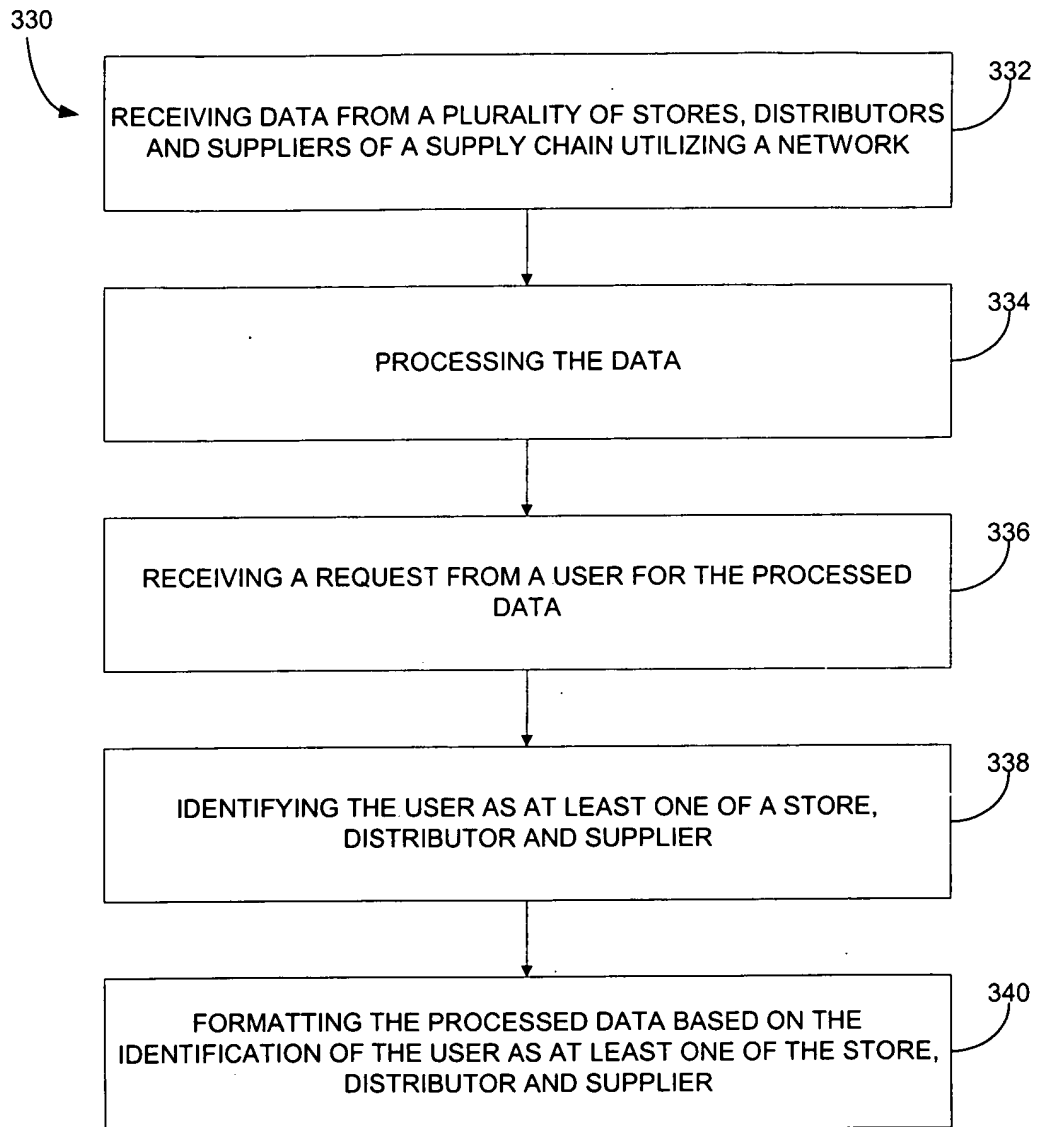


FIG. 3

FIG. 4

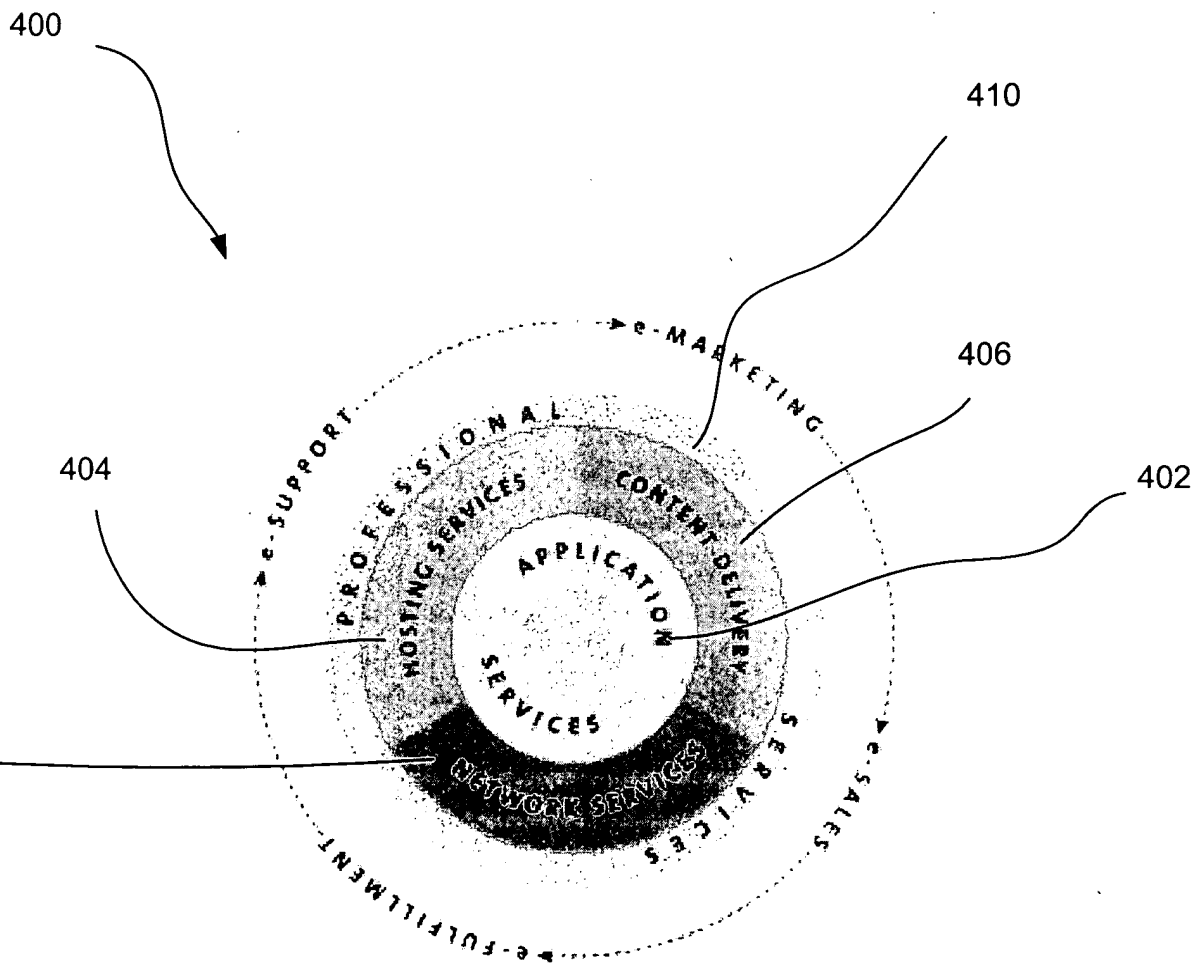


Fig. 4

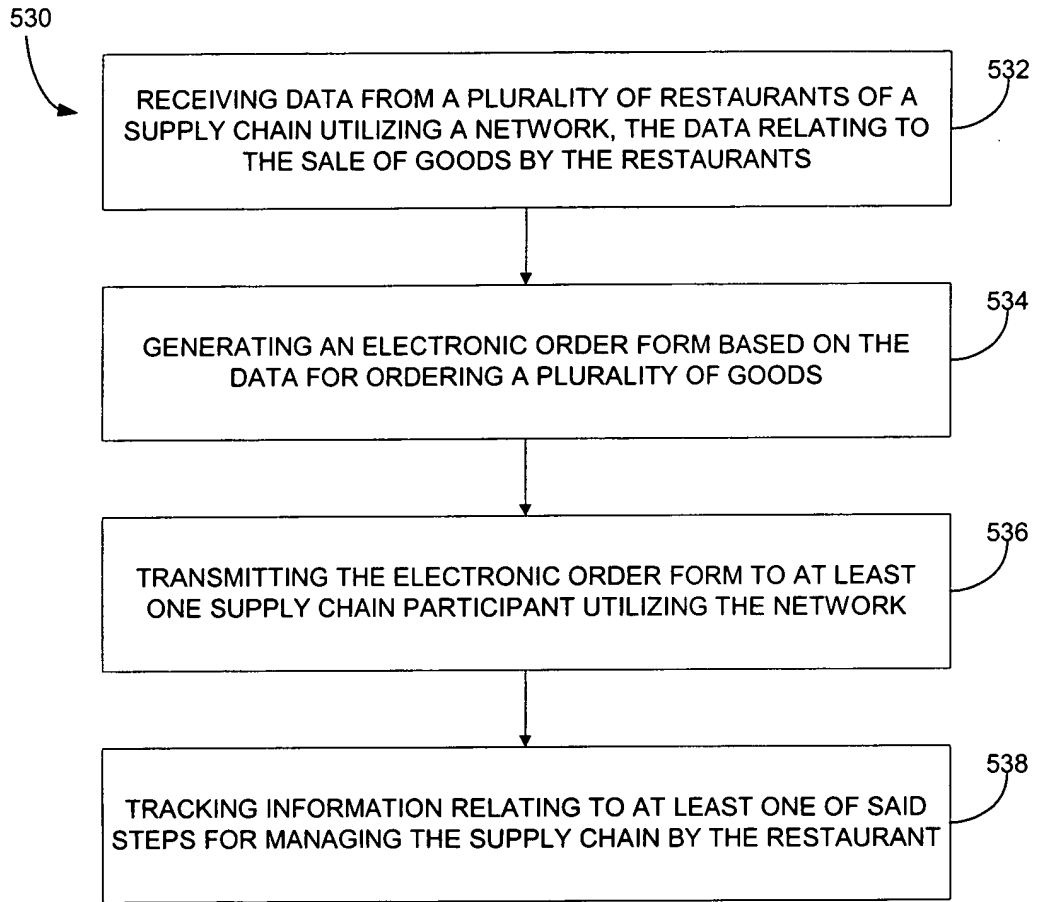


FIG. 5

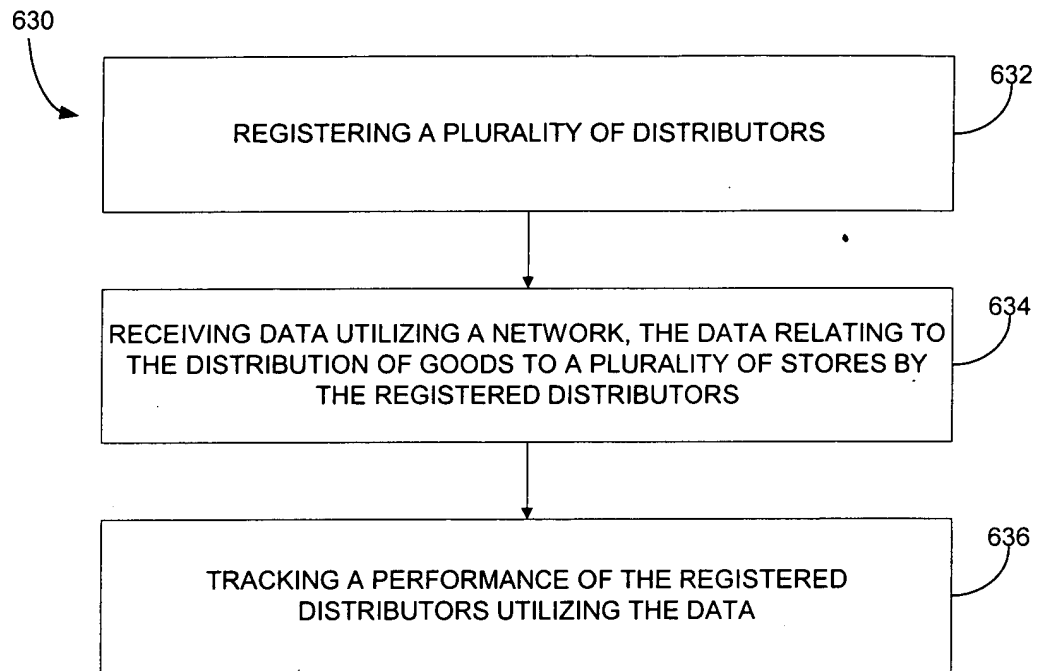


FIG. 6

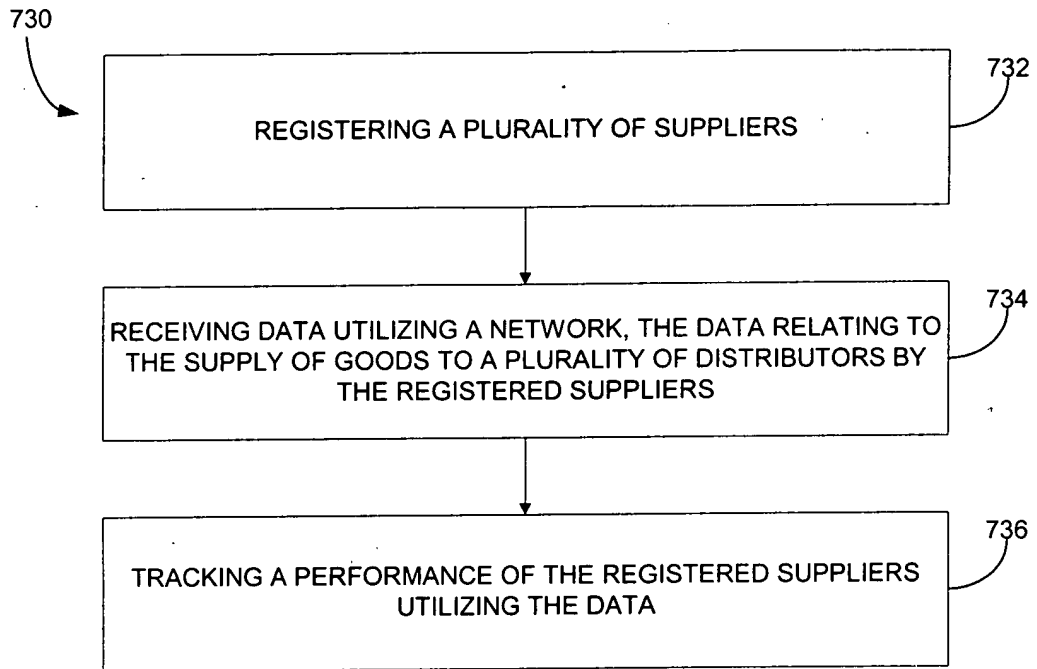


FIG. 7

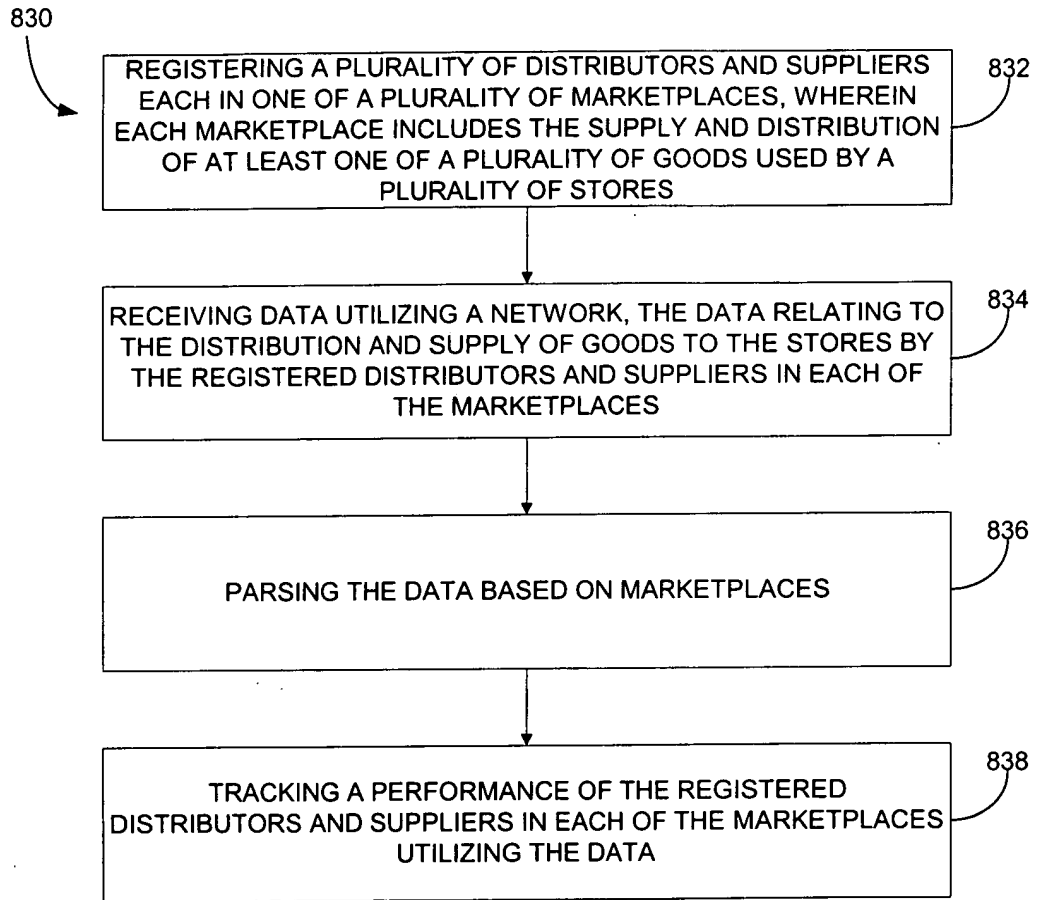


FIG. 8

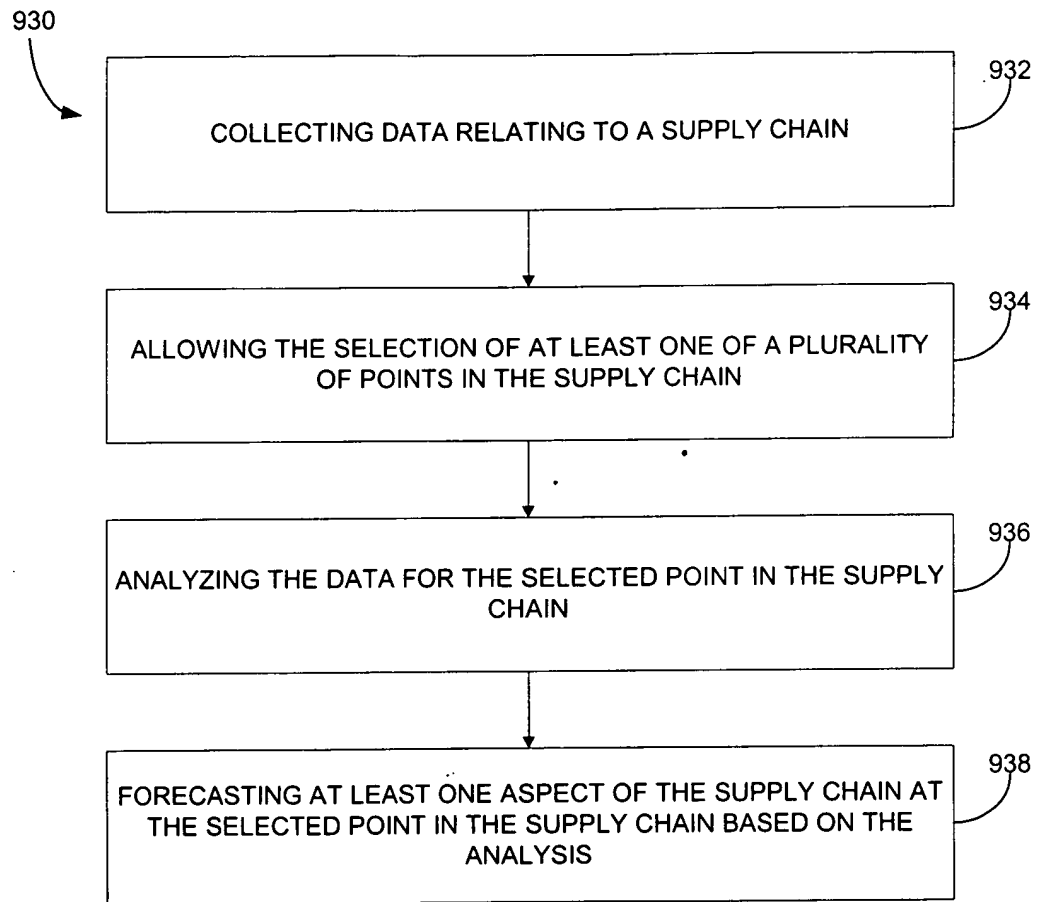


FIG. 9

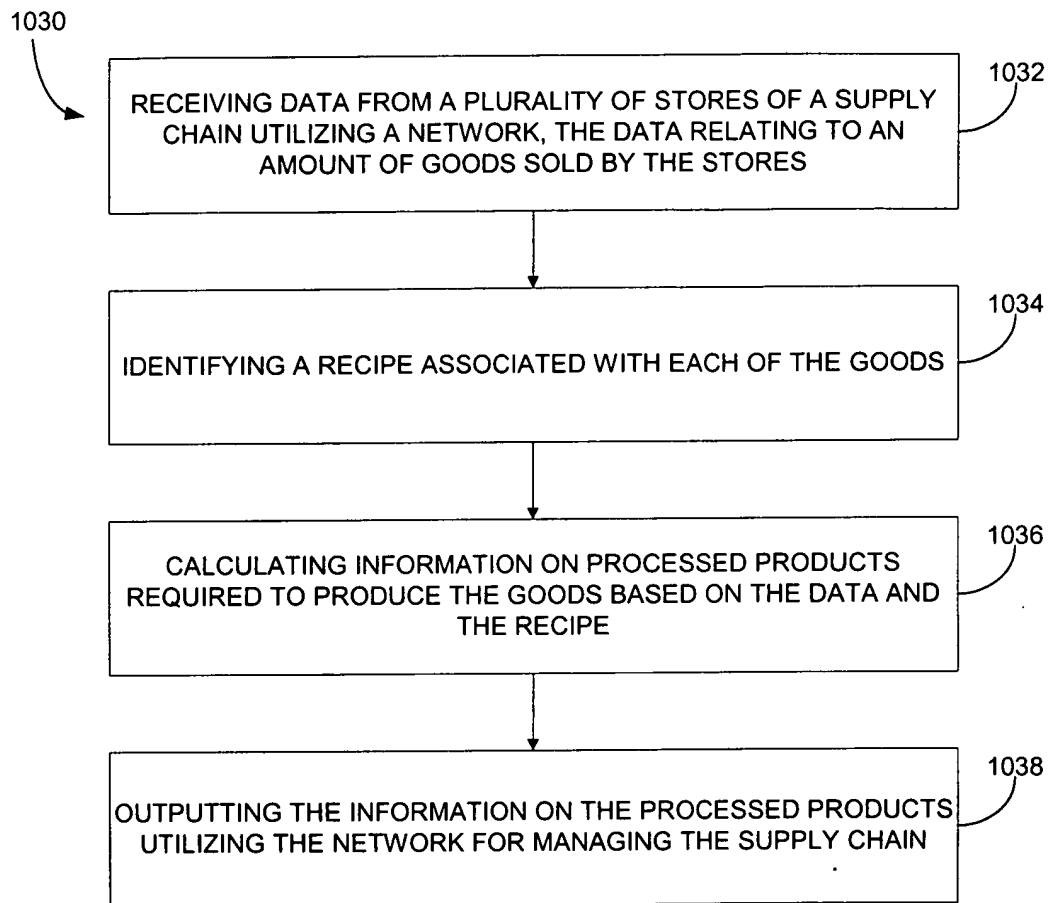


FIG. 10

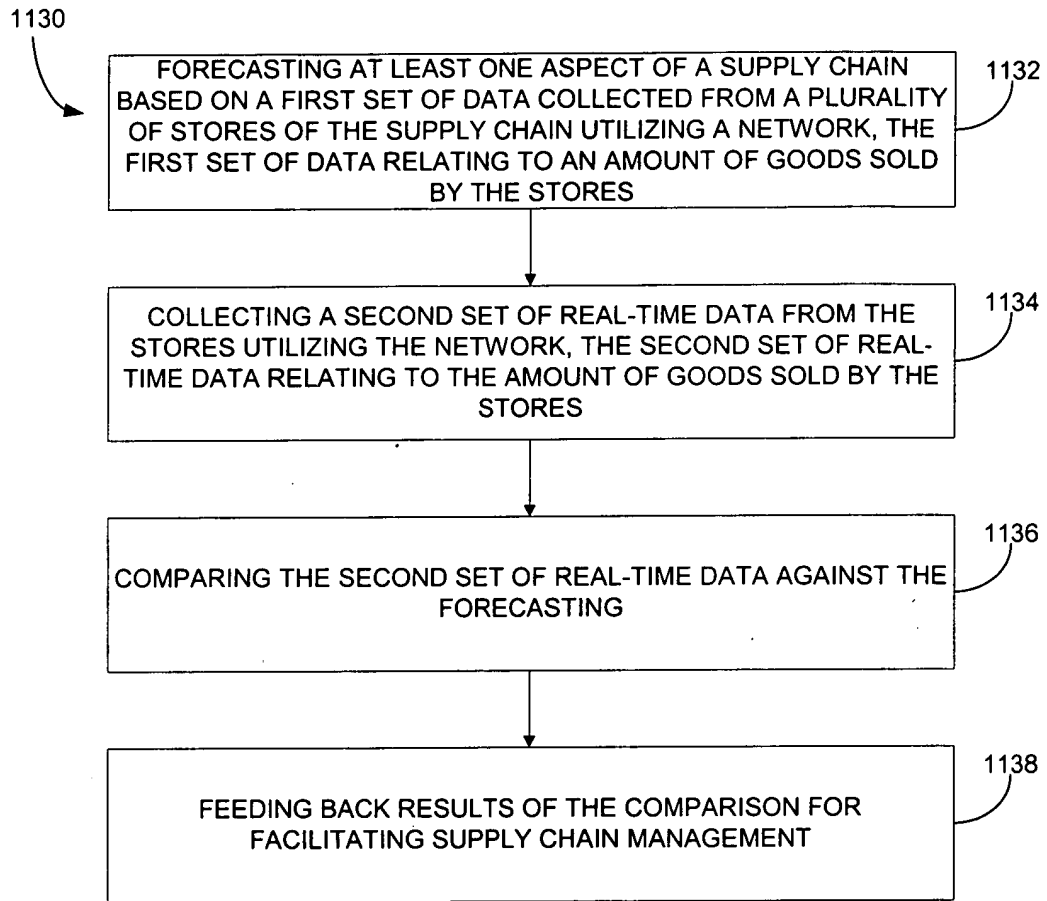


FIG. 11

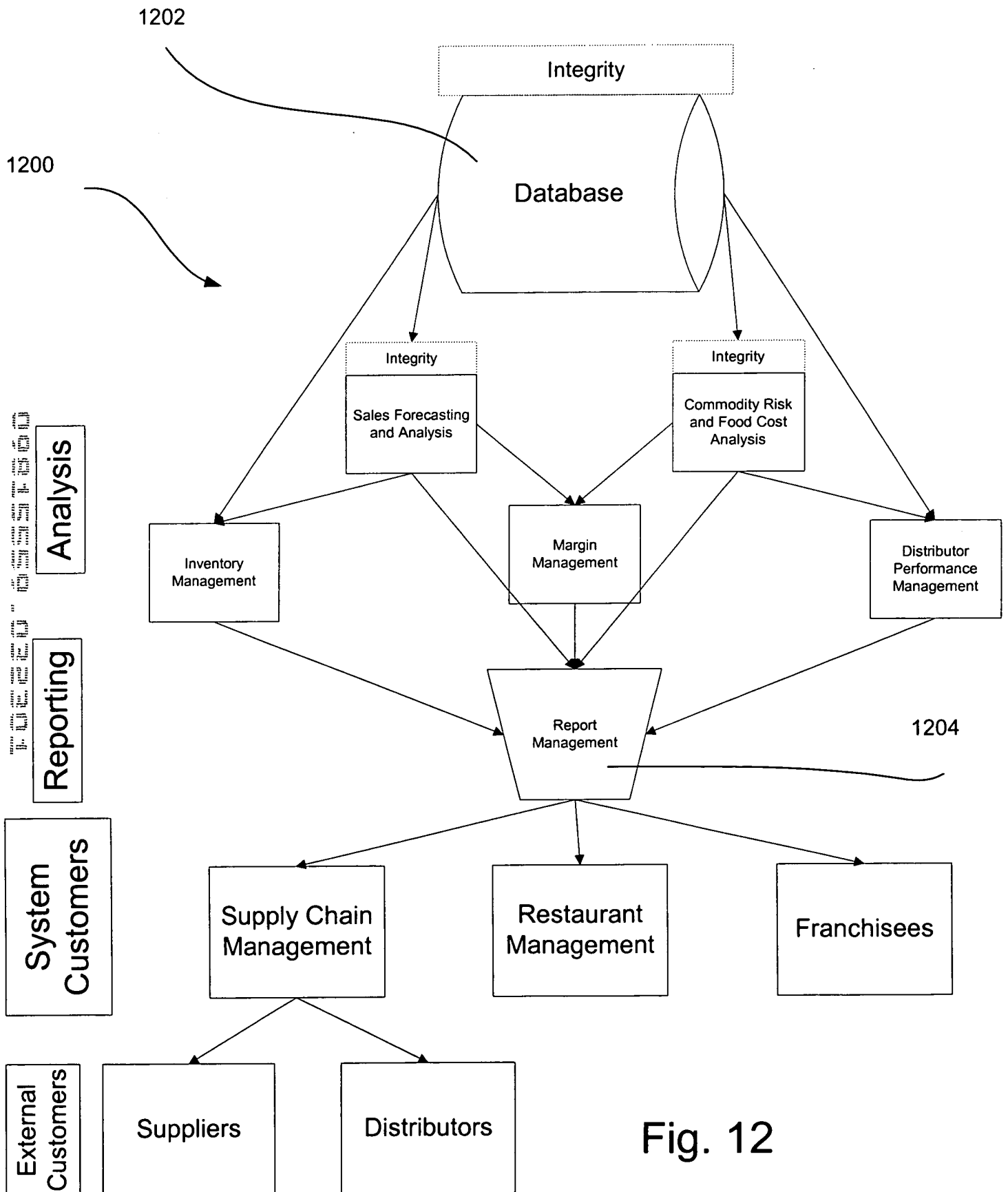


Fig. 12

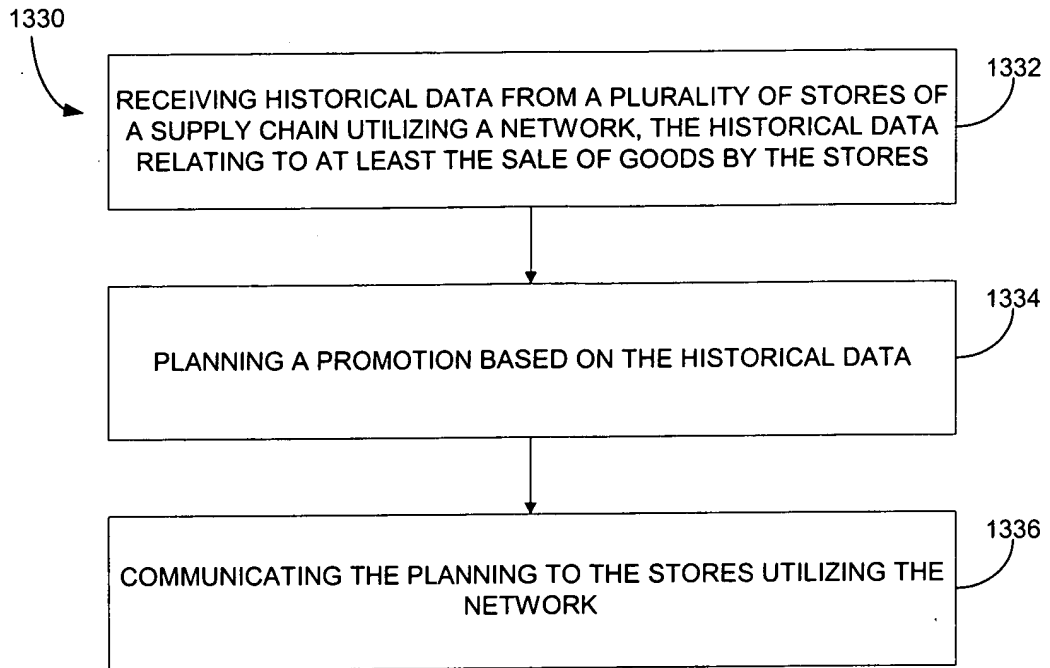


FIG. 13

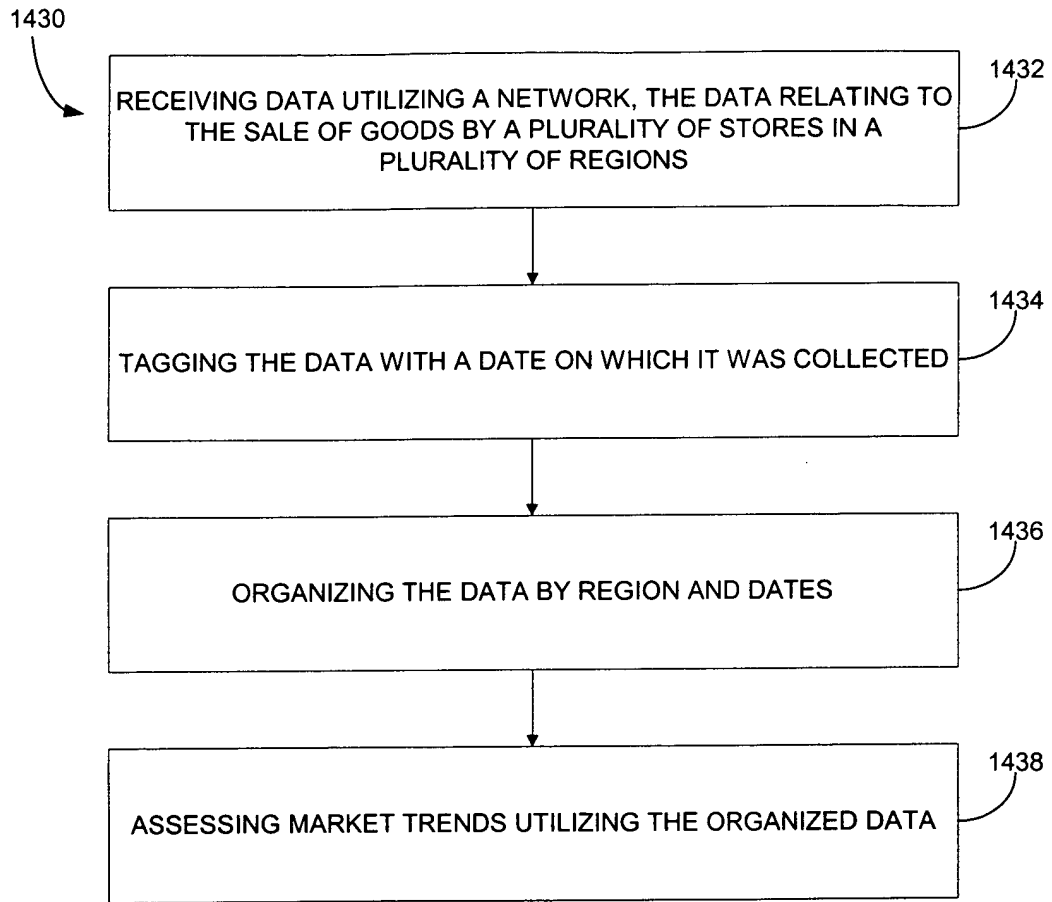


FIG. 14

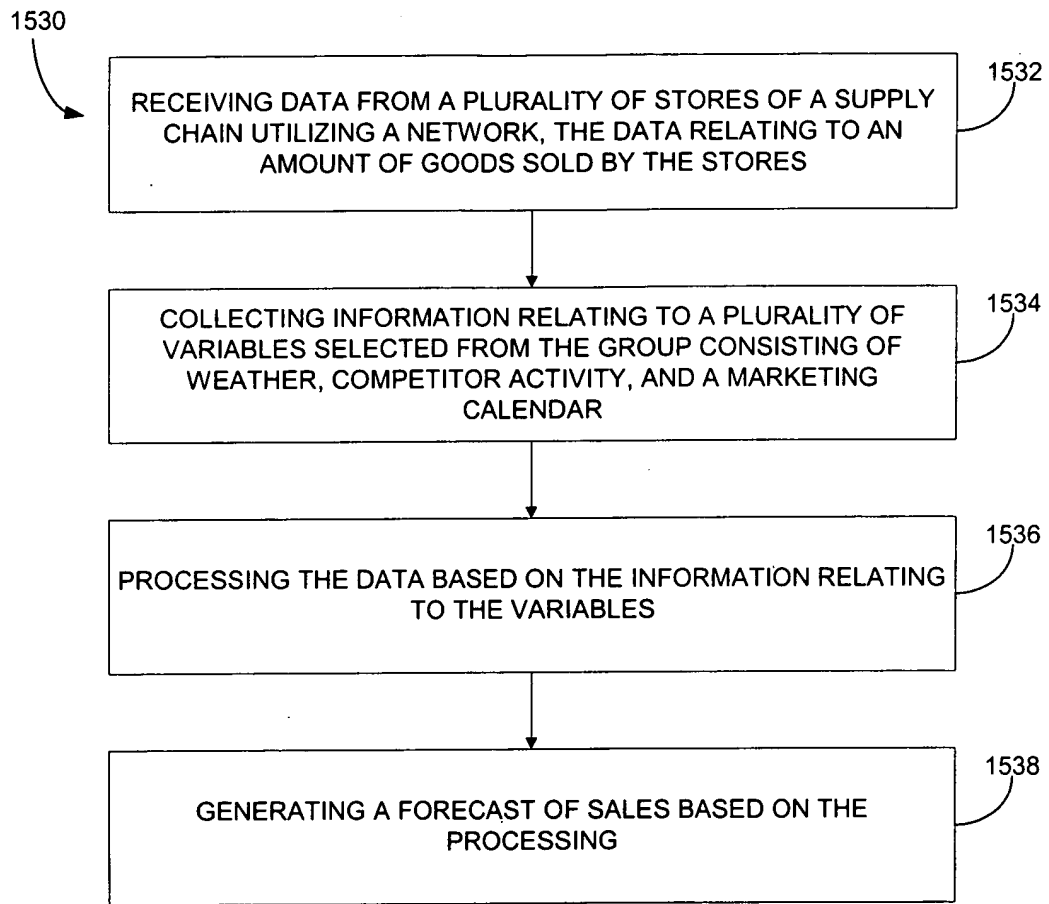


FIG. 15

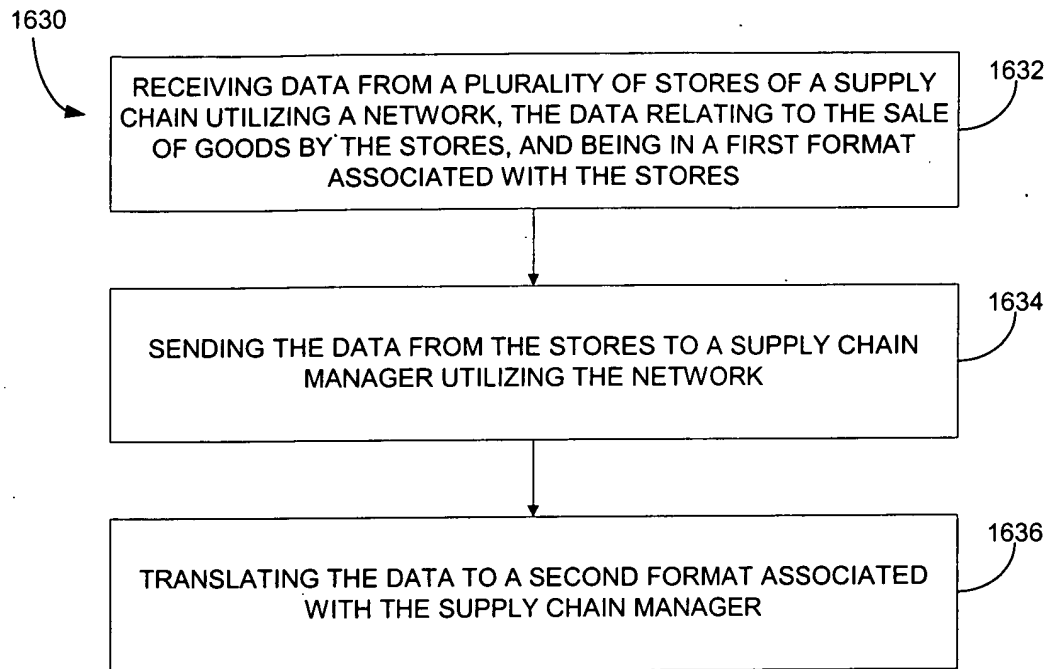


FIG. 16

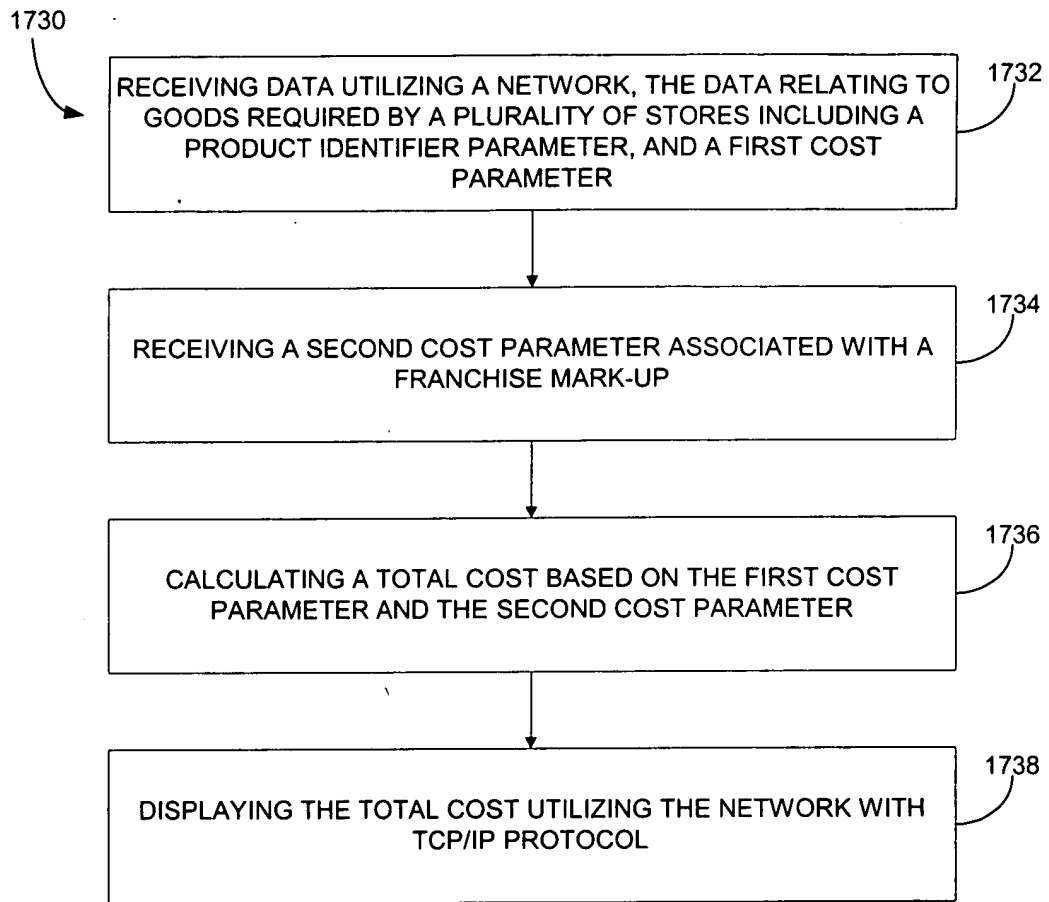


FIG. 17

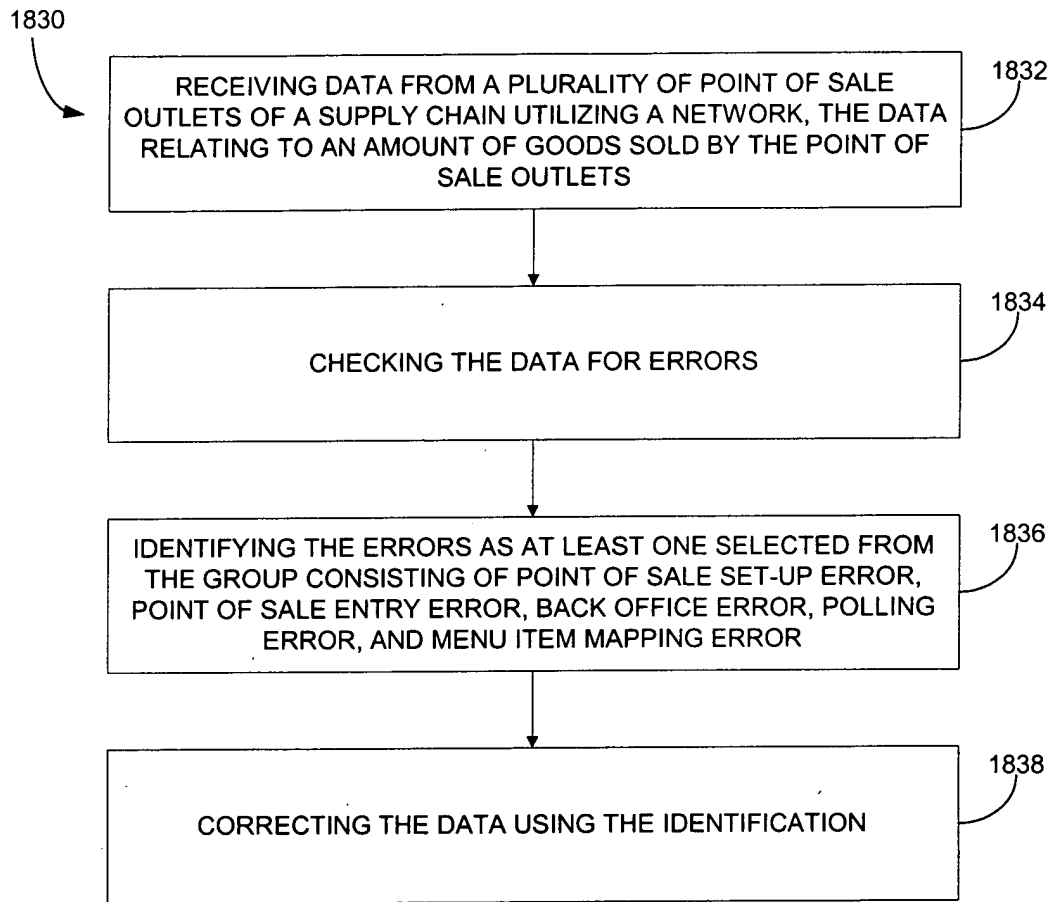


FIG. 18

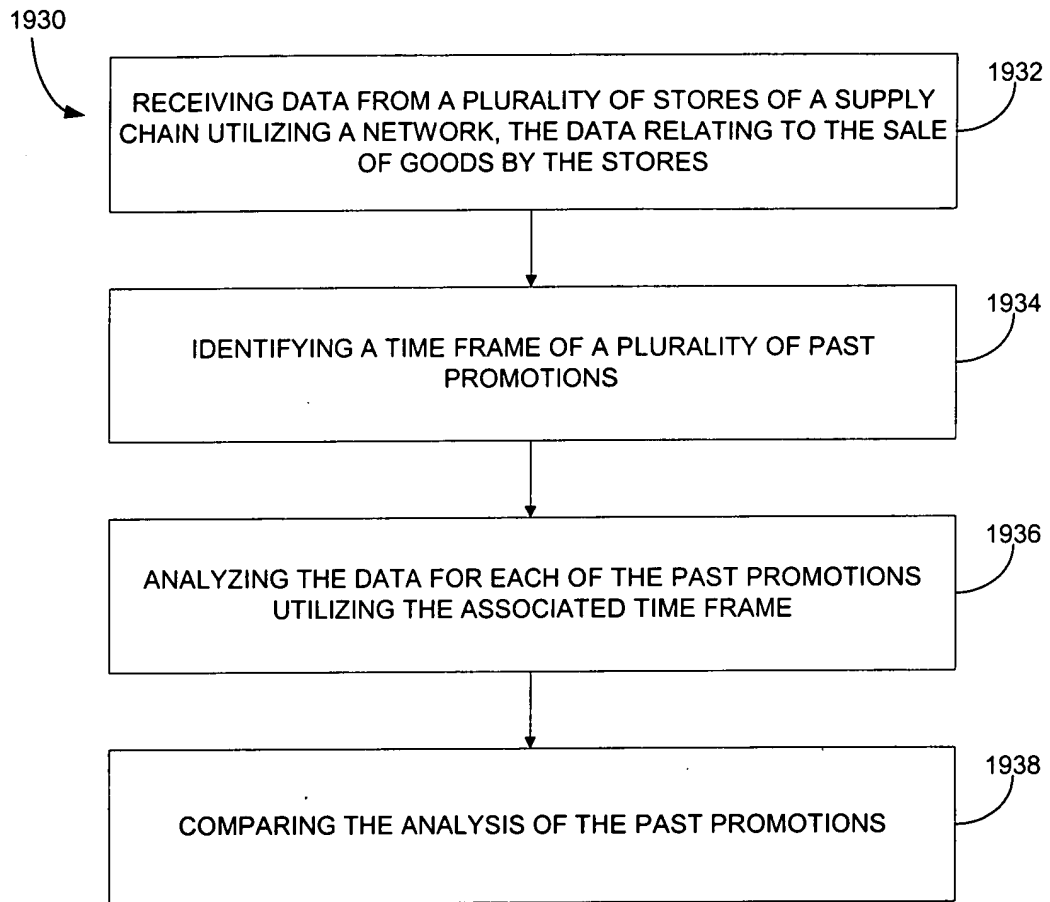


FIG. 19

RESTAURANT MANAGEMENT

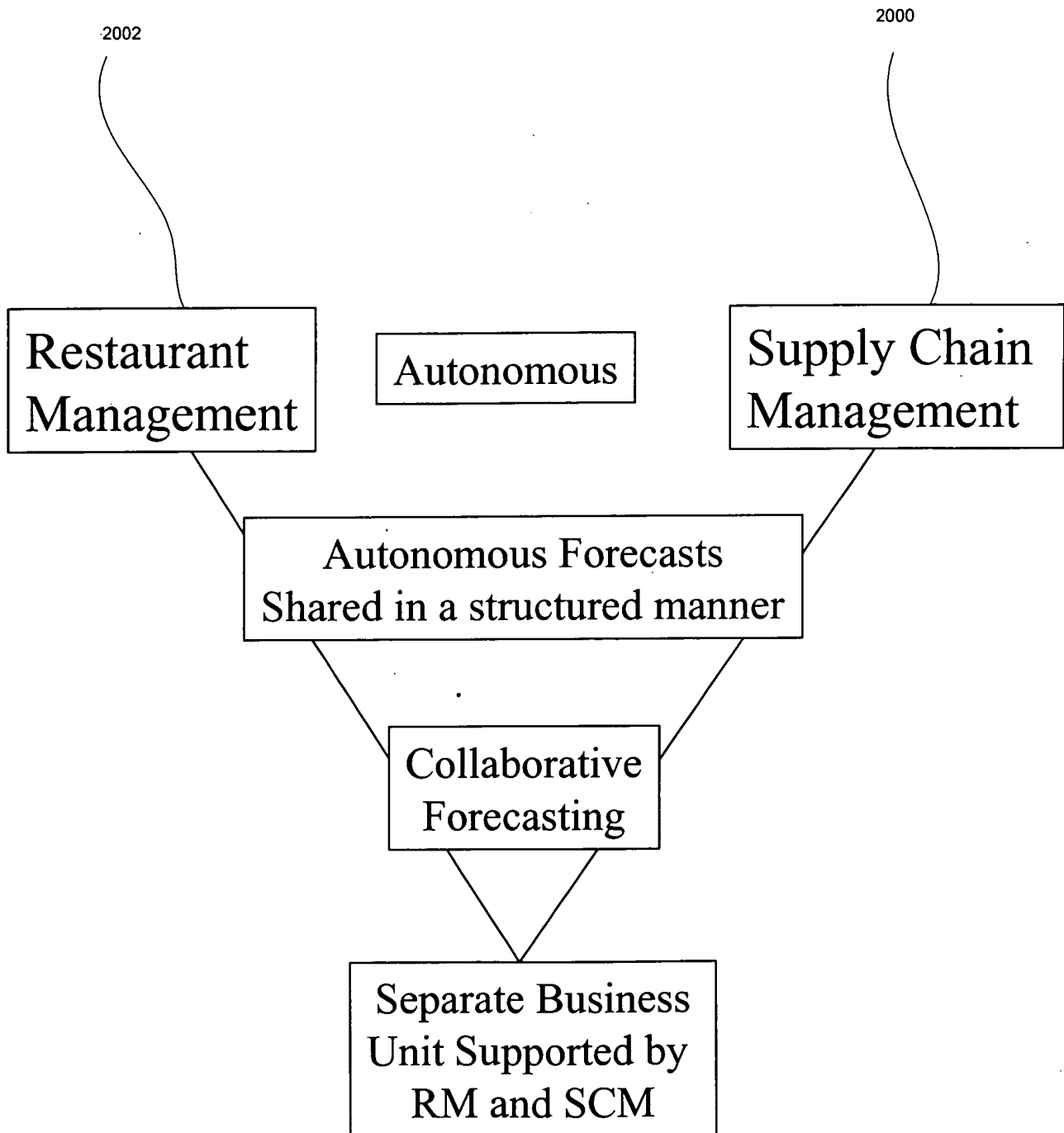


Fig. 20

2102 2104

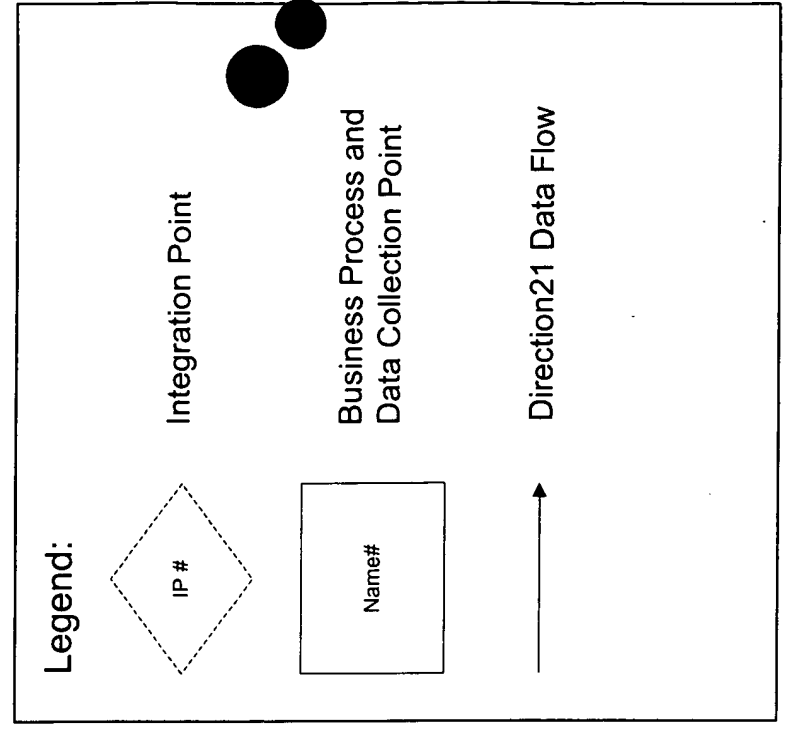
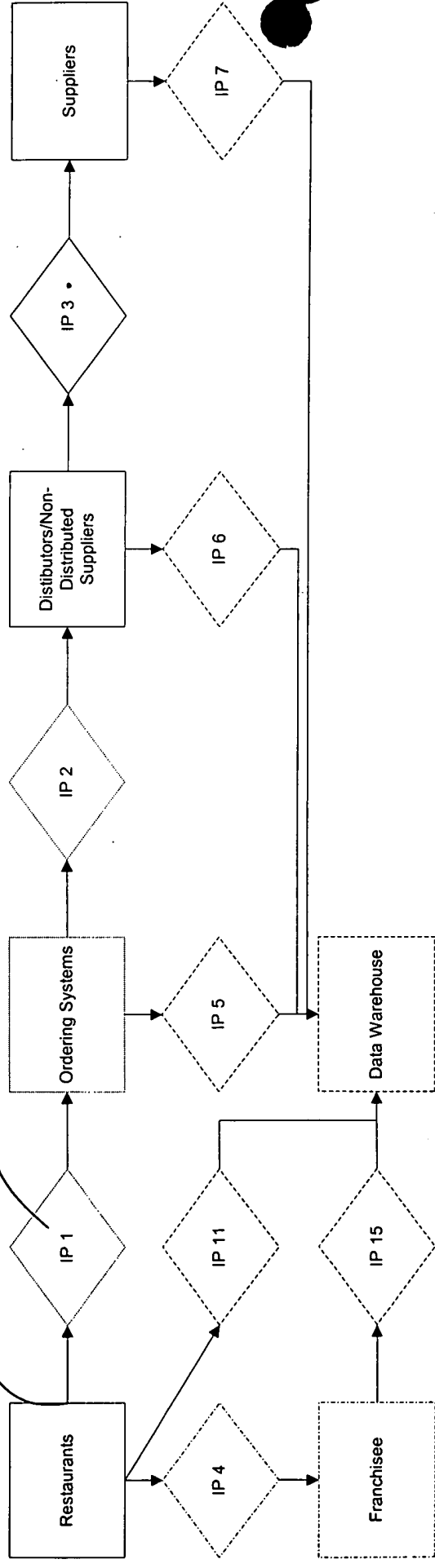
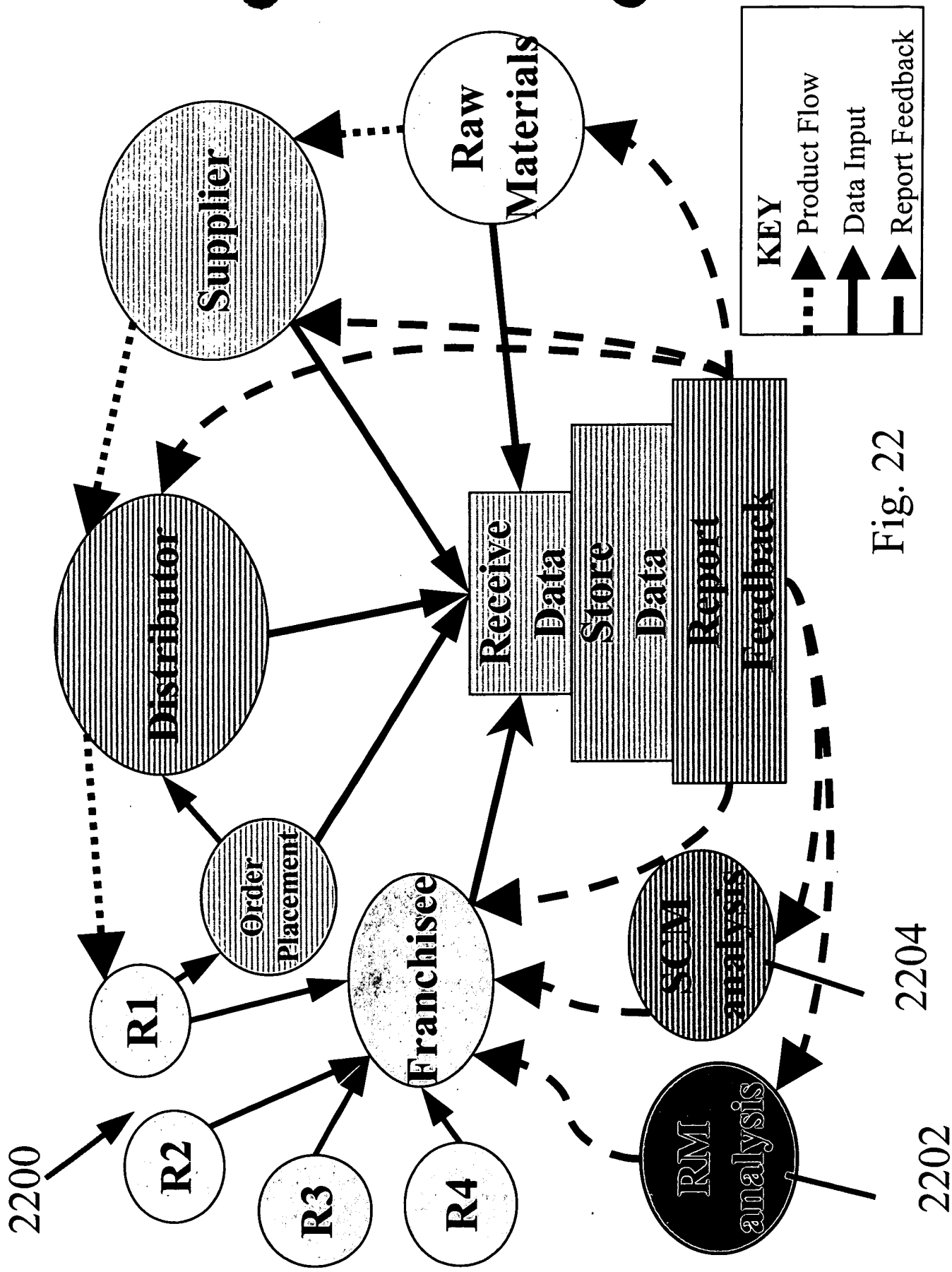


Fig. 21



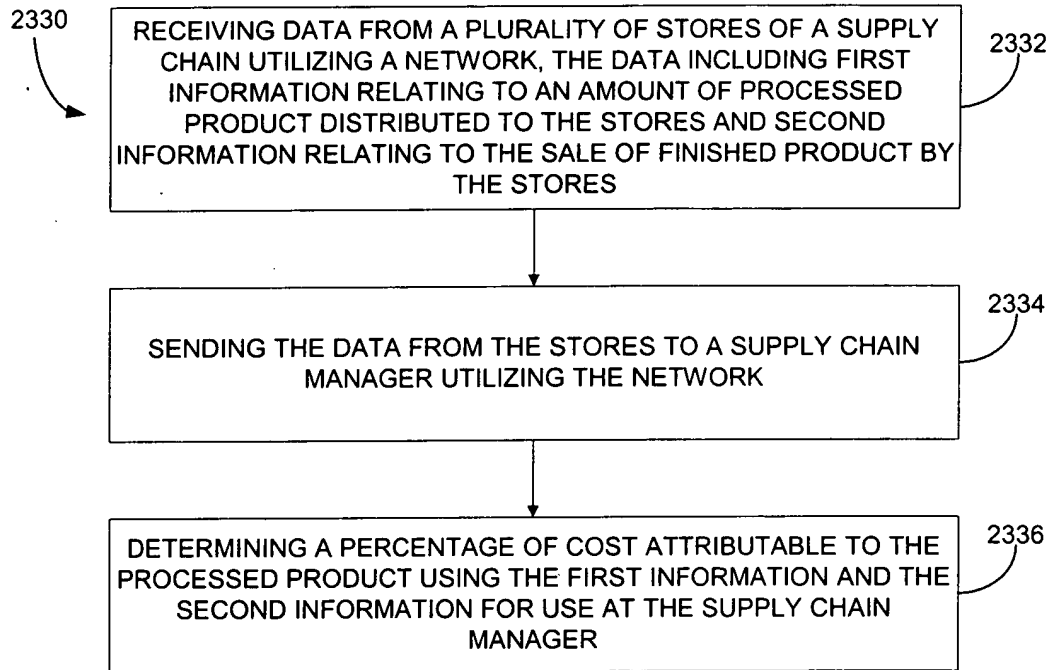


FIG. 23

FIG. 24

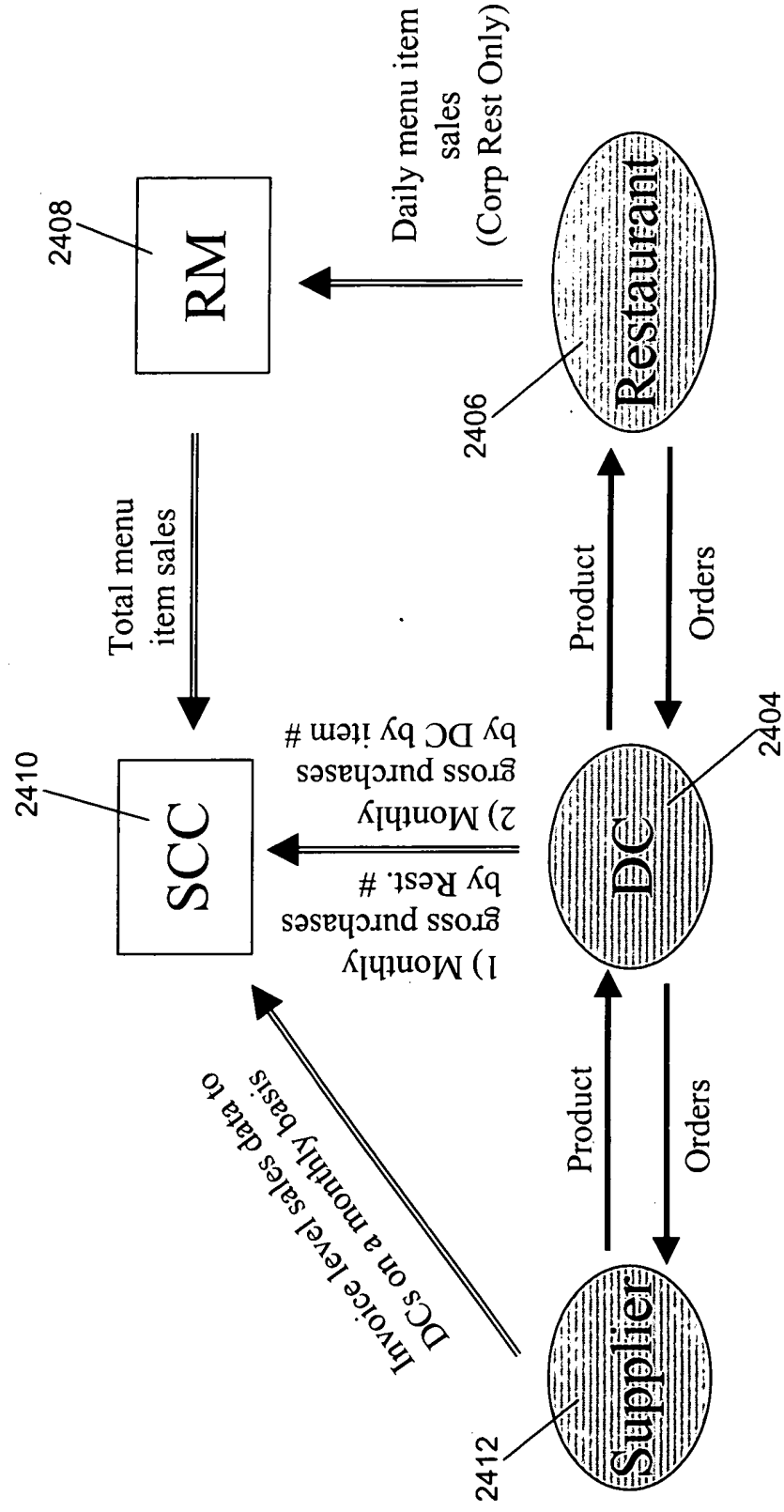
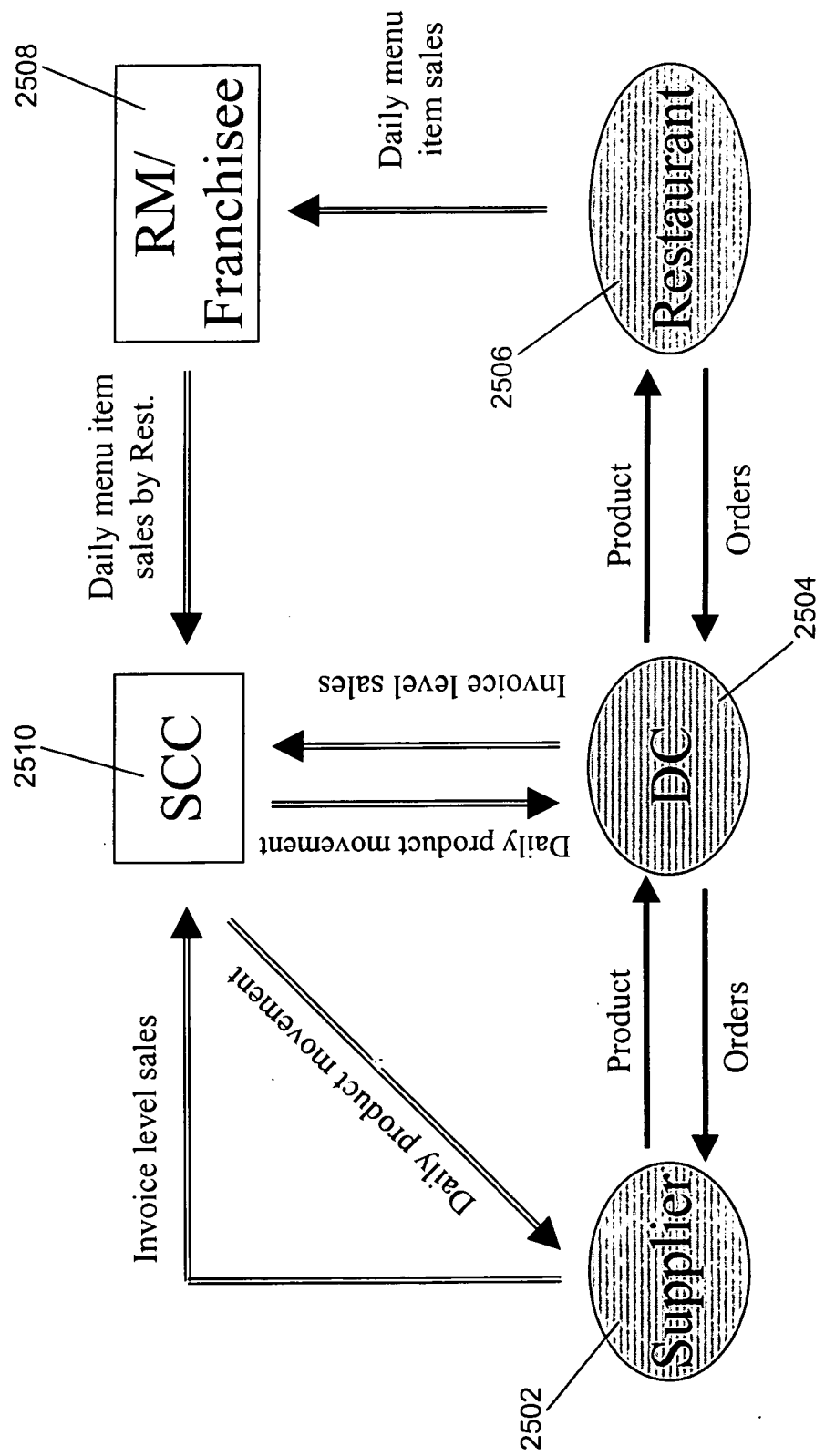


FIG. 25



2600

2602

Sales Forecast Worksheet - System

2604

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'I Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

FIG. 27

2700

Promotional Monitor - System & Regional

History					Week #1							
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment											
Whopper	215	211	228	269	32	34	37	37	40	60	46	286
	146	142	148	162	18	20	21	21	23	35	26	165
	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

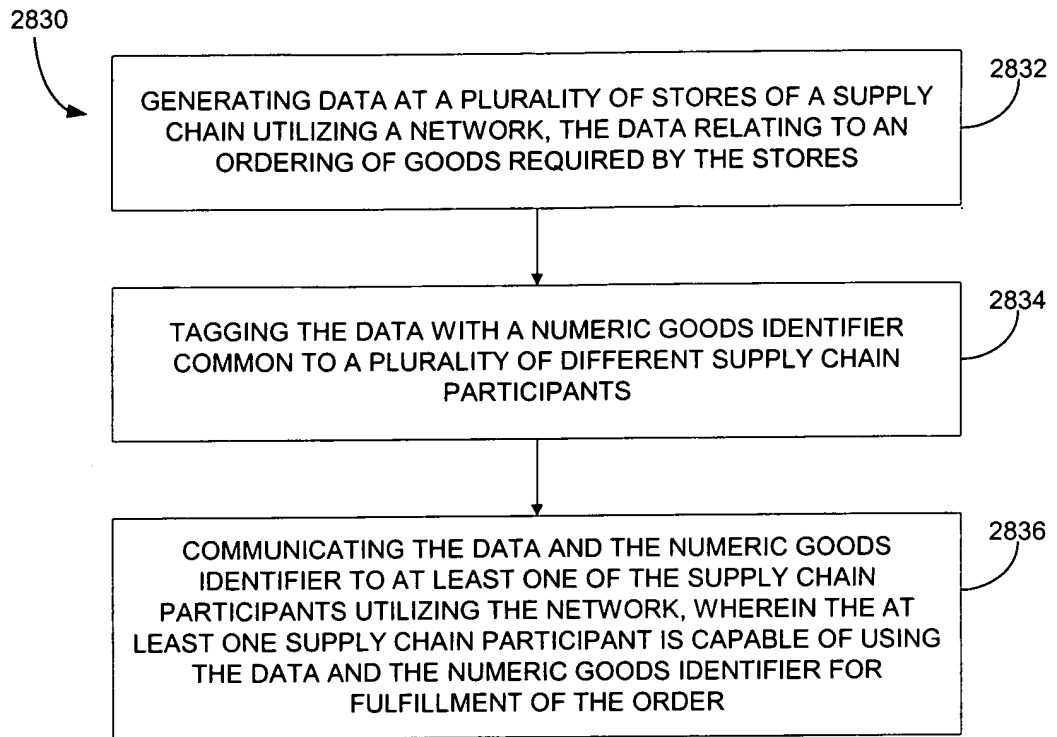


FIG. 28

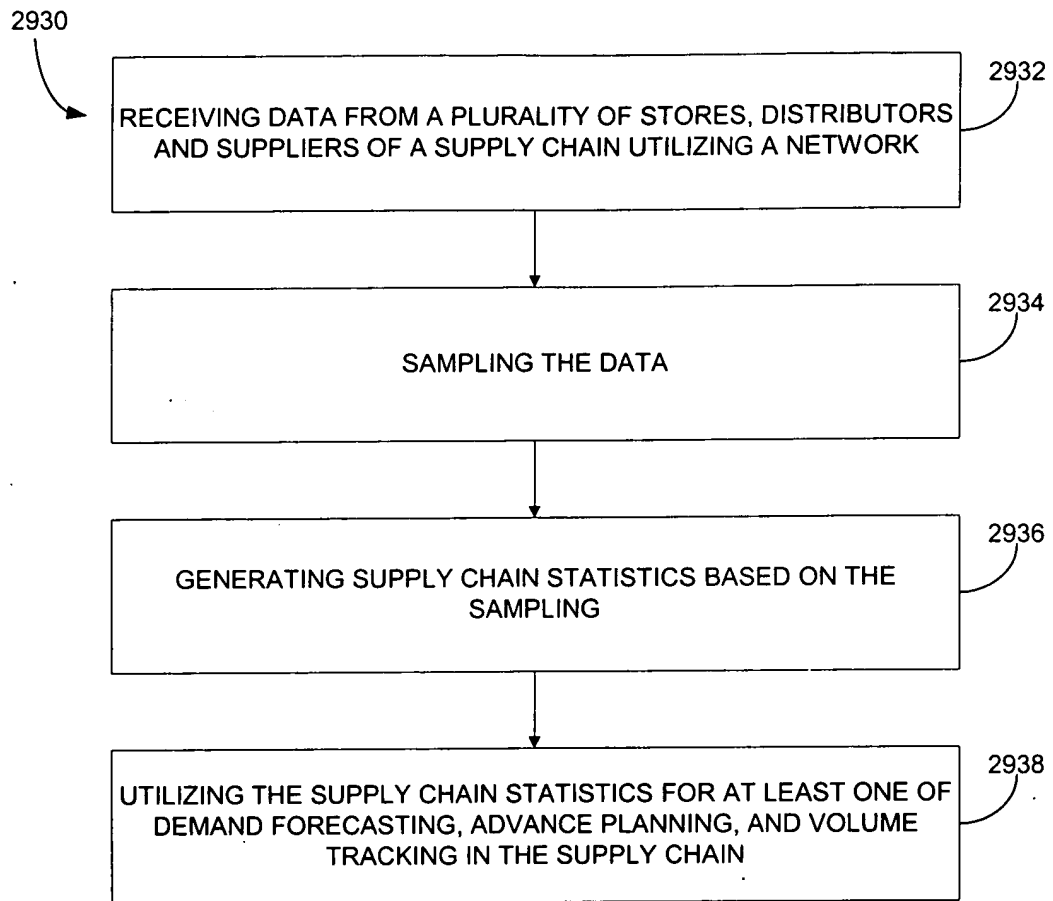


FIG. 29

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

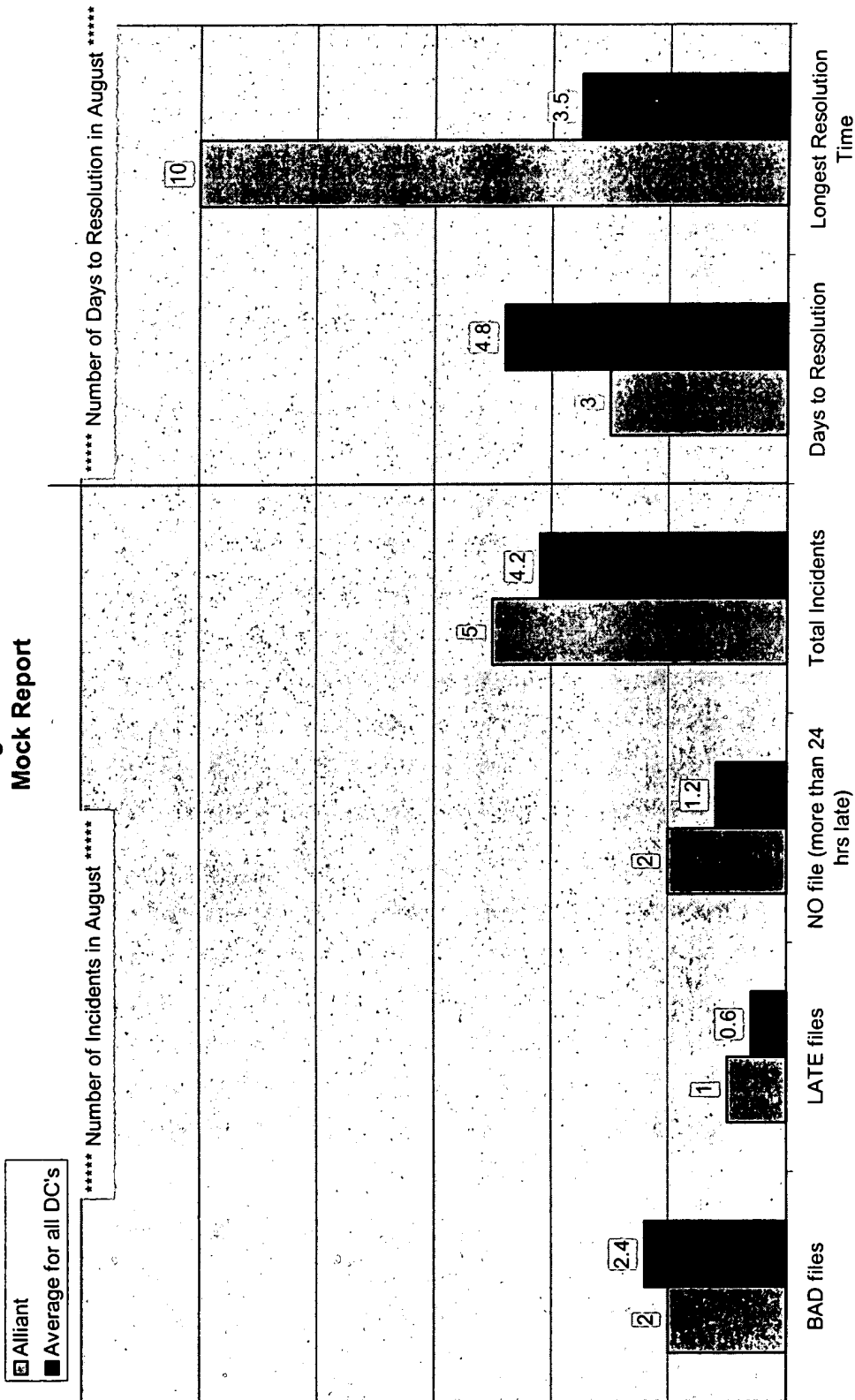


FIG. 31

1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100.



Service Level Reporting

3200

August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant Paducah | 99.14% | 99.06% | |
| Alliant Topeka | | | |
| Alliant Wixom | 99.05% | 98.71% | |
| King Atlanta | 99.34% | 99.84% | 78.70% |
| King Jacksonville | 98.85% | 98.56% | 80.90% |
| King Louisville | 98.78% | 98.53% | 83.98% |
| Maines 29 Conklin | 99.41% | | 79.25% |
| Maines 30 Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | 99.98% | | |
| MBM Fullerton | 99.13% | 98.15% | 79.83% |
| MBM Louisville | 99.51% | 92.88% | #DIV/0! |
| MBM Orlando | 99.41% | 93.80% | #DIV/0! |
| MBM Rocky Mount | 99.13% | 92.48% | #DIV/0! |
| McCabe's | 99.80% | 99.72% | 83.84% |
| McLanahan Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | 99.80% | 98.04% | 85.97% |
| PFD Supply | 99.16% | 99.79% | 80.12% |
| PFG Victoria | 99.42% | #DIV/0! | |
| PV/Monarch | 99.20% | 87.78% | |
| Reinhart Cedar Rapids | 99.05% | 98.85% | |
| Reinhart Oak Creek | 99.31% | 93.69% | |
| Reinhart Rogers | 99.50% | 85.48% | |
| Restaurants NW | 99.03% | 89.07% | 80.47% |
| Shamrock Commerce City | 99.54% | 94.88% | 85.13% |
| Shamrock Phoenix | 98.81% | 83.88% | |
| Sigma Harrisburg | 99.69% | | 82.88% |
| Sigma Stockton | 99.69% | | |
| Sysco | 99.68% | 100.00% | 82.47% |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BK Min. |

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

| |
|----|
| 19 |
| 22 |
| 40 |
| 32 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

Invoice Accuracy:

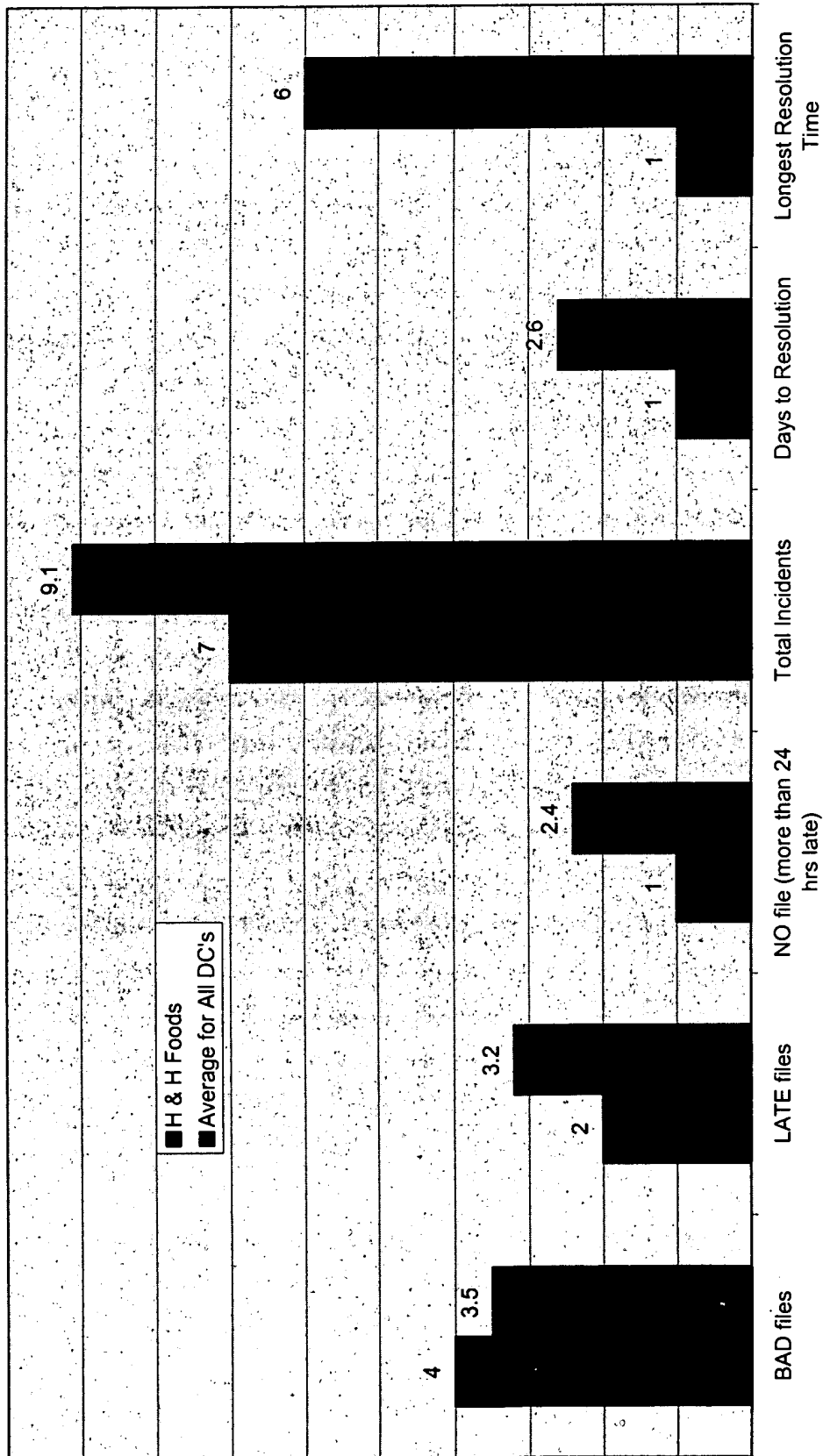
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 ↗





3500

Service Level Reporting November - Mock Report

| | Monthly Total
Overcharge | Perfect Order
Percentage | Monthly Carrying
% Invoice FOB |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | \$1,504 | | 2.83% |
| GOMARKINSTRUMENTS, INC. | \$3,881 | | |
| WHITEFORD FOODS, INC. | \$3 | 97.3% | 2.41% |
| LEPAGE BAKERY/COUNTRY KITCHEN | \$3,700 | | |
| NGR SYSTEM MEDIA | \$0 | 92.1% | 2.18% |
| SIGNATURE MEATS GROUP | \$0 | | 1.92% |
| SCHWEBEL BAKING CO. | \$0 | 95.1% | 1.50% |
| MAUI CUP | \$0 | | |
| MIRAPLASTICS | \$0 | | 1.25% |
| DIXIE PRODUCE & PACKAGING | \$0 | | |
| NORLAK, INC. | \$0 | | 1.46% |
| FORT JAMES OPERATING COMPANY | \$0 | 88.6% | 1.80% |
| FRESH ADVANTAGE, INC. | \$0 | | |
| SILVER KING EMMER CORP. | \$0 | | |
| TYN SON FOODS | \$0 | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | 2.44% |
| CLOUGHERTY PACKING | | 94.8% | 2.51% |
| BEVERAGE AIR | \$0 | 82.4% | |
| COMPONENT HARDWARE GROUP, INC. | | | 2.06% |
| COCOA GO USA | \$0 | | |
| TOASTMASTER | \$1,969 | 93.5% | 1.55% |
| GRANT COUNTRY FOODS | | 93.3% | 2.20% |
| FRESH EXPRESS | \$0 | | |
| TAYLOR FARMS | | | 1.04% |
| MODULAR DISPENSING SYSTEM | \$0 | | |
| CENTURY PRODUCTIONS, LLC | \$3,428 | | |
| ROSE PACKING COMPANY | | 93.3% | 2.98% |

| | Monthly Total
Overcharge | Perfect Order
Percentage | Monthly Carrying
% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600



Mock Report/1

| | | FY01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|---|---------------------|------------|-------------|-------------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| | Actual | | 99.10 | 98.90 | | | | | | |
| | Variance Good/(Bad) | | 0.59 | 0.30 | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | | |
| | Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| | Actual | | \$182.84 | \$182.08 | | | | | | |
| | Variance Good/(Bad) | | \$1.14 0.6% | \$0.65 0.4% | | | | | | |

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

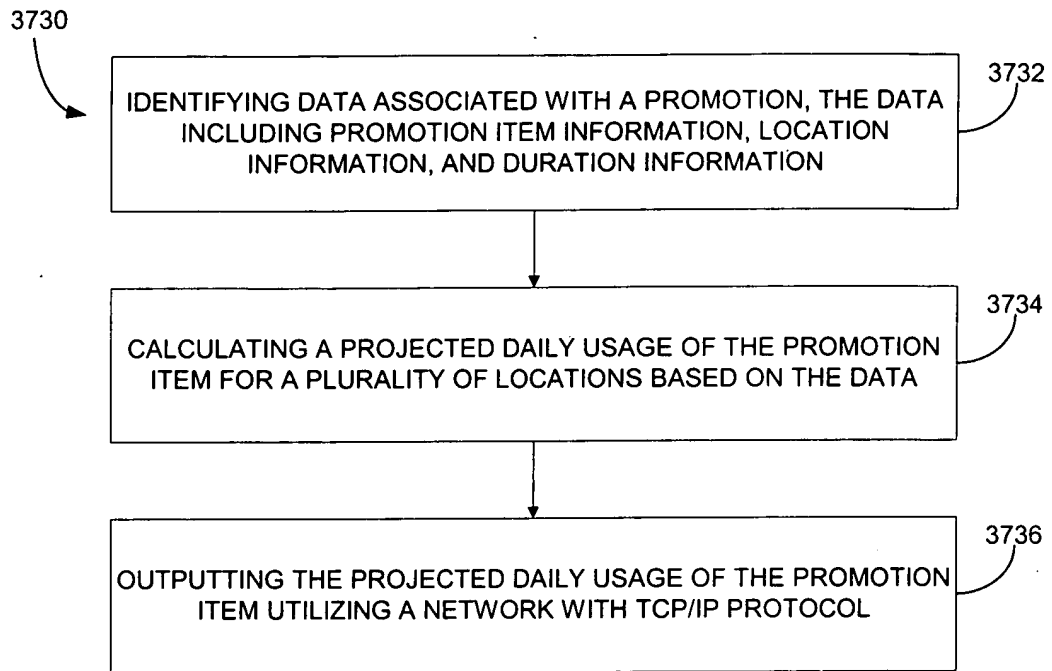


FIG. 37

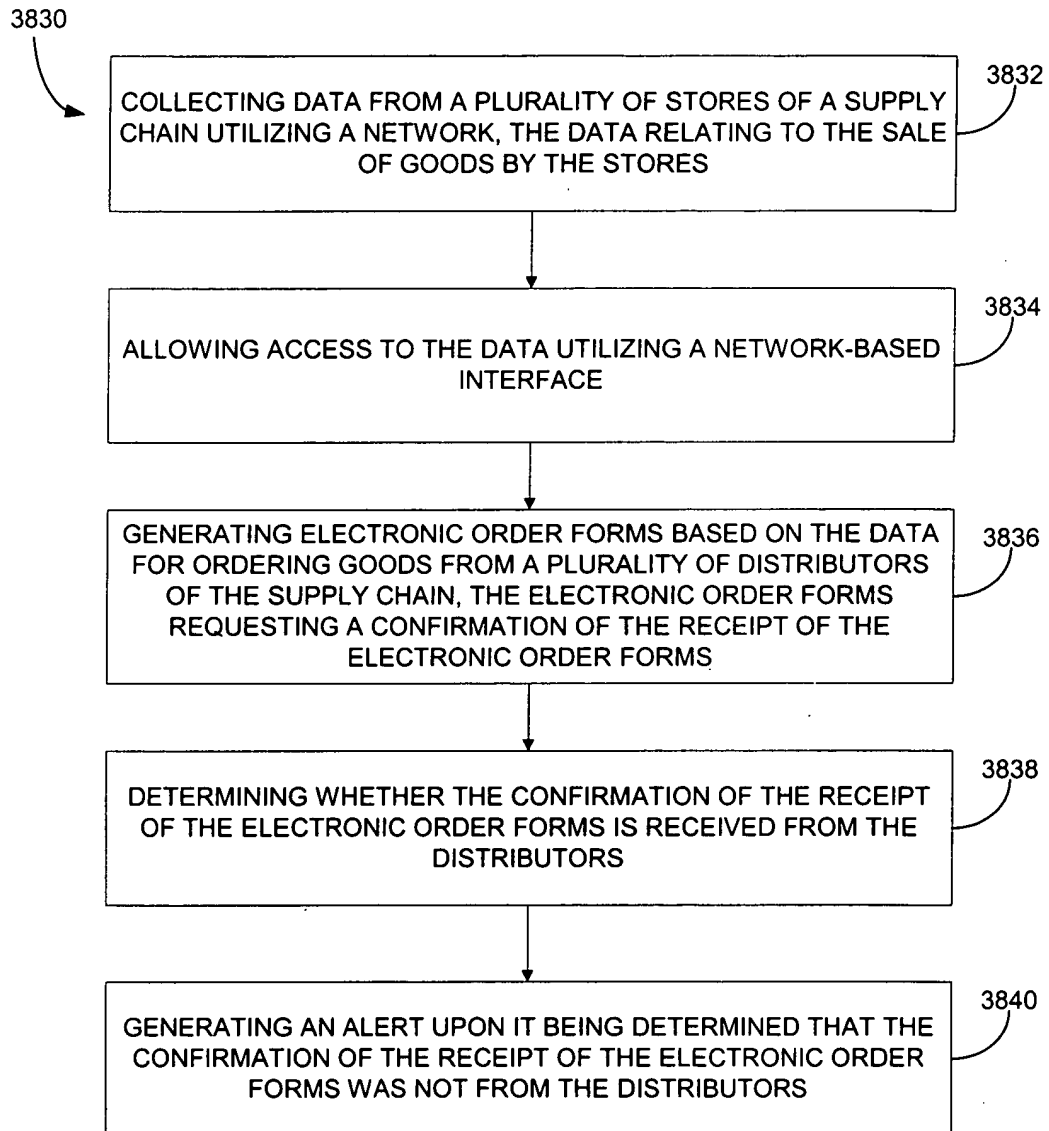


FIG. 38

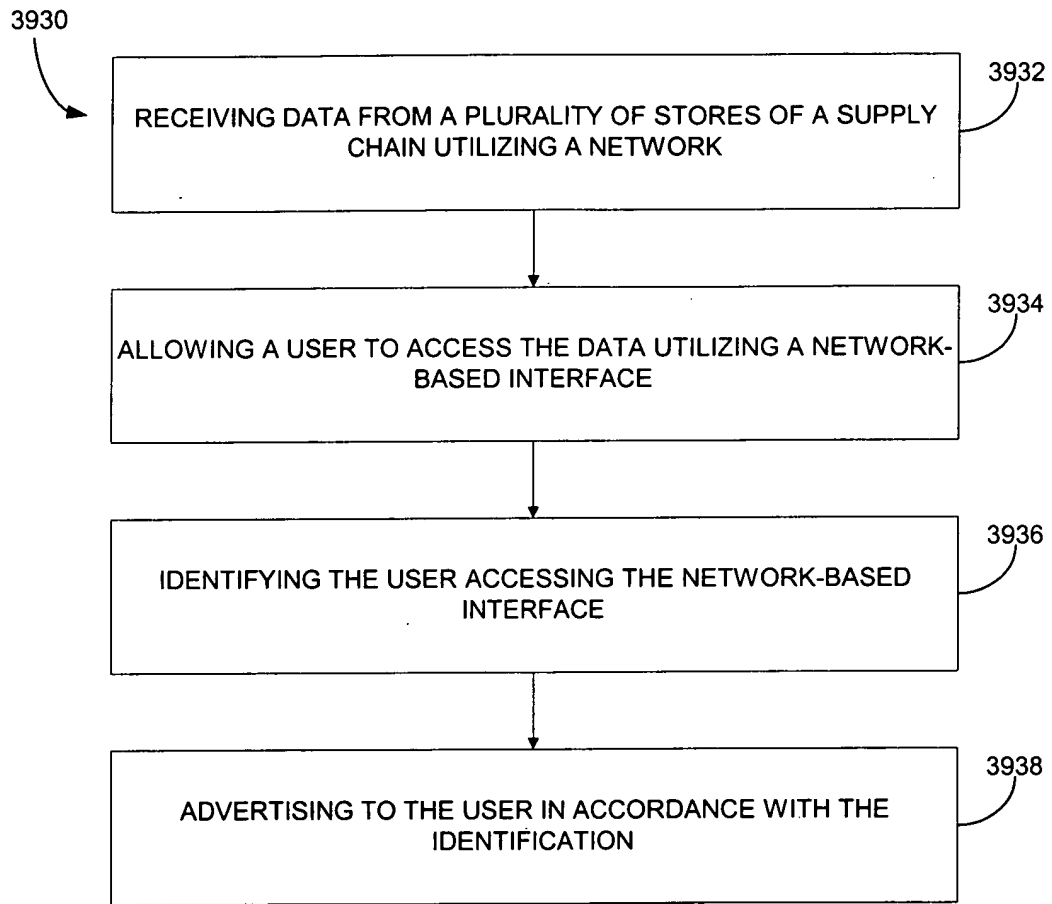


FIG. 39

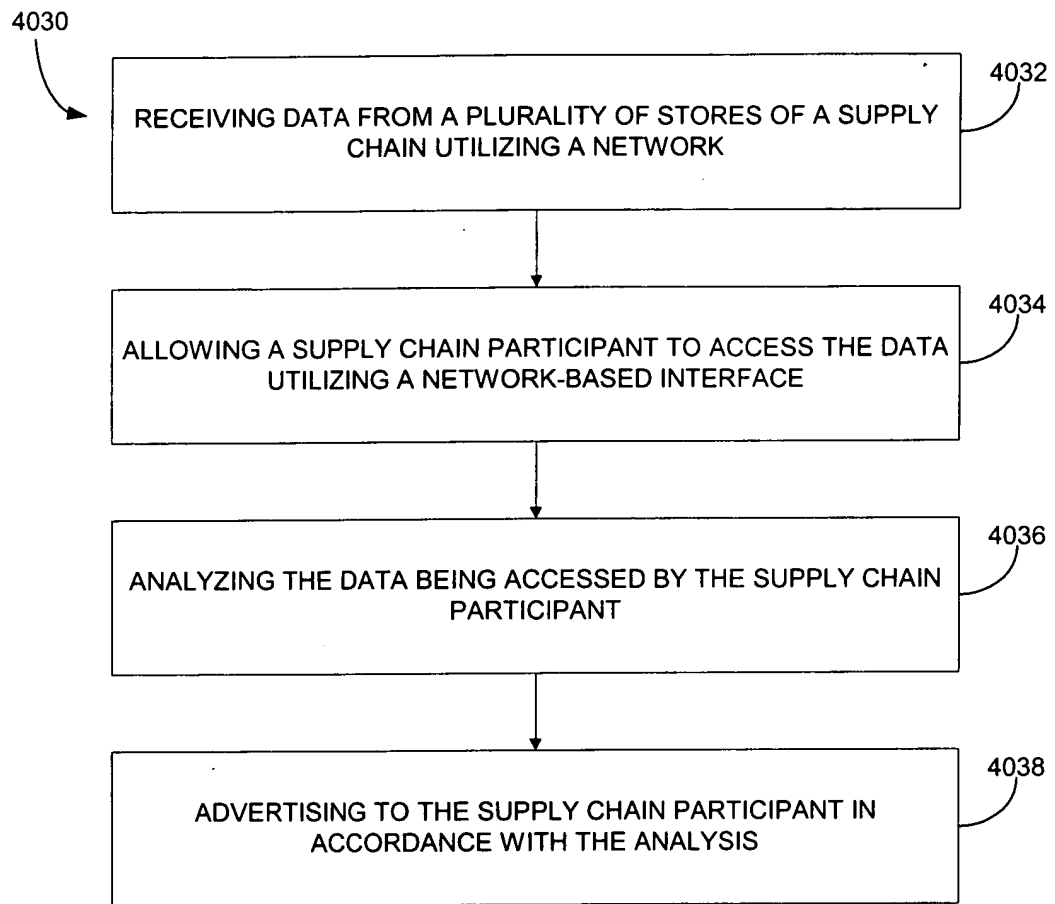


FIG. 40

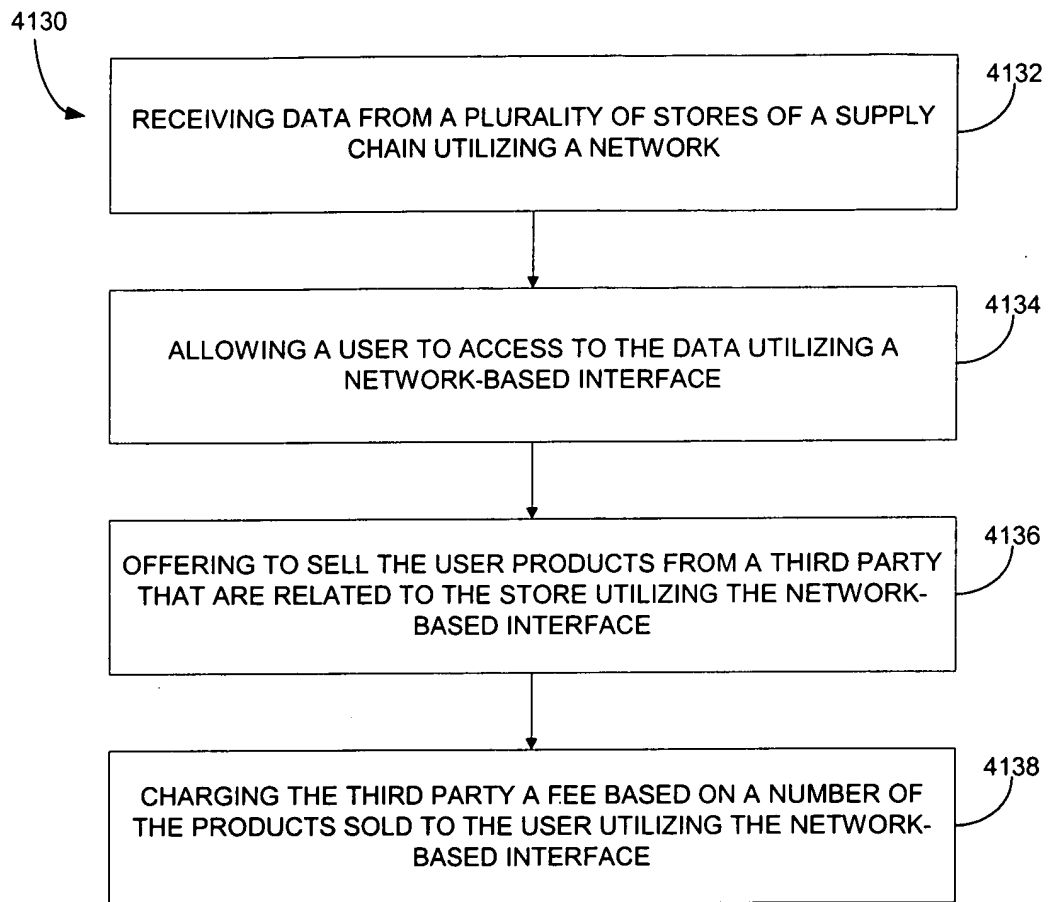


FIG. 41

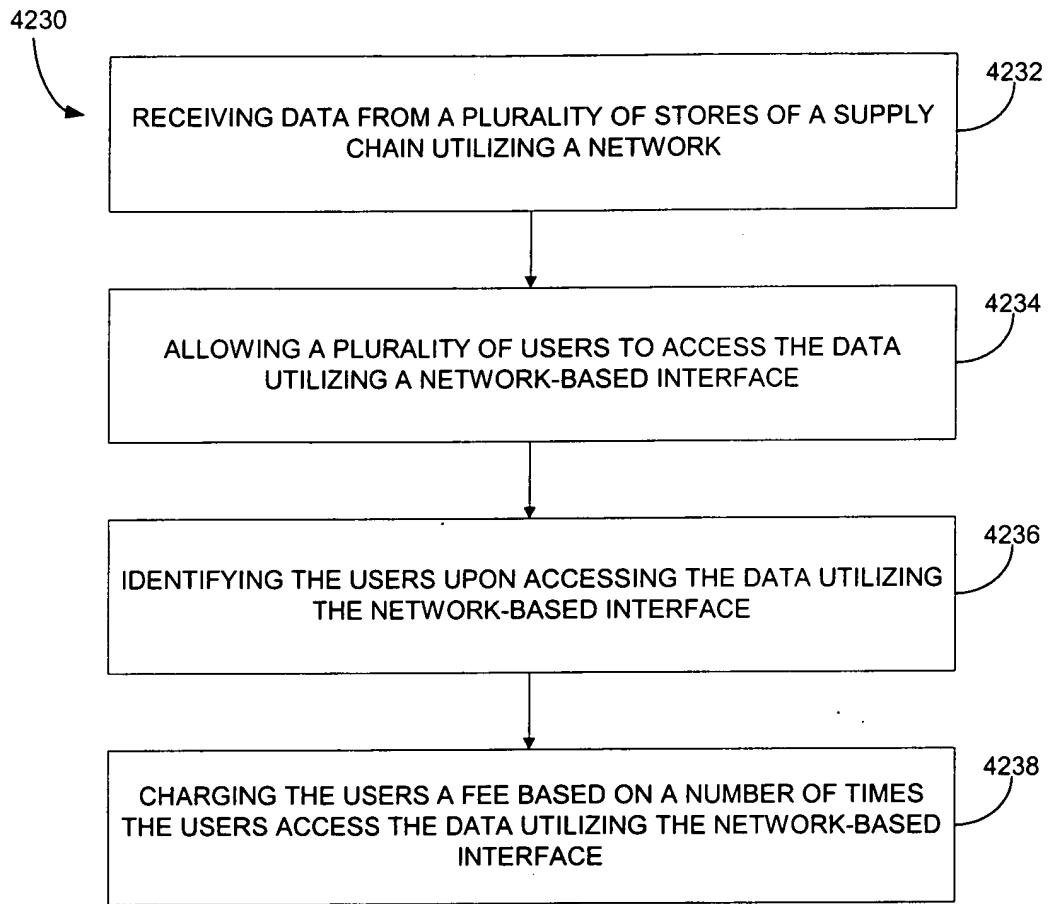


FIG. 42

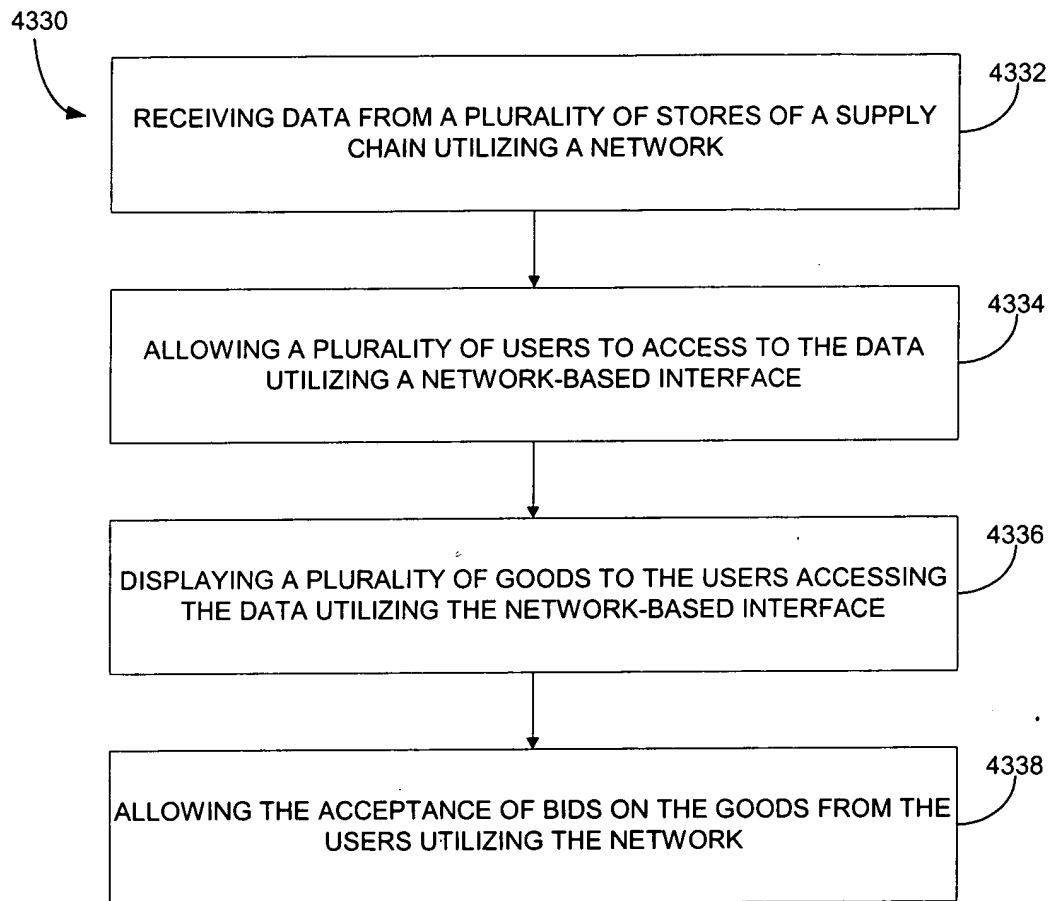


FIG. 43A

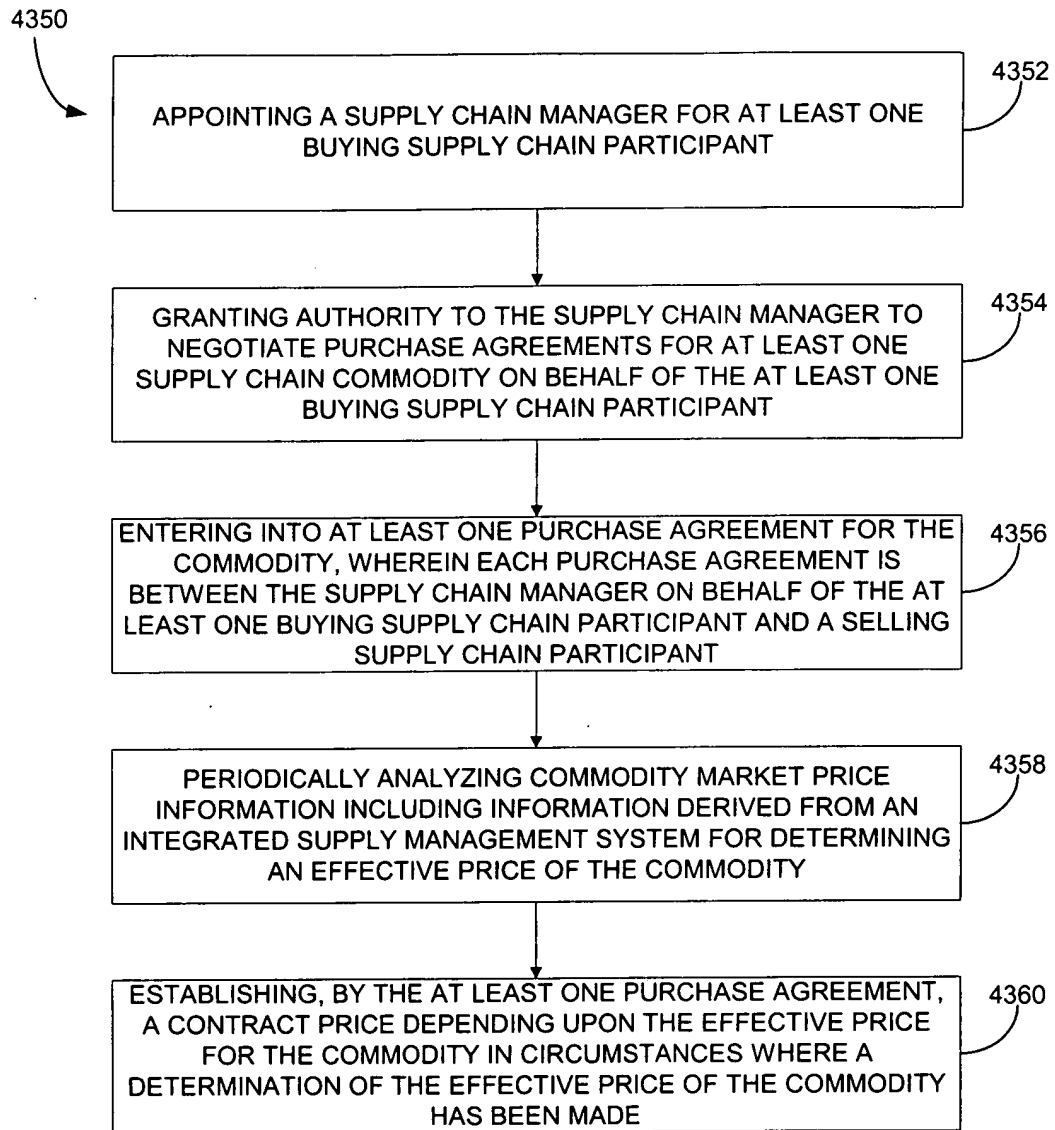


FIG. 43B

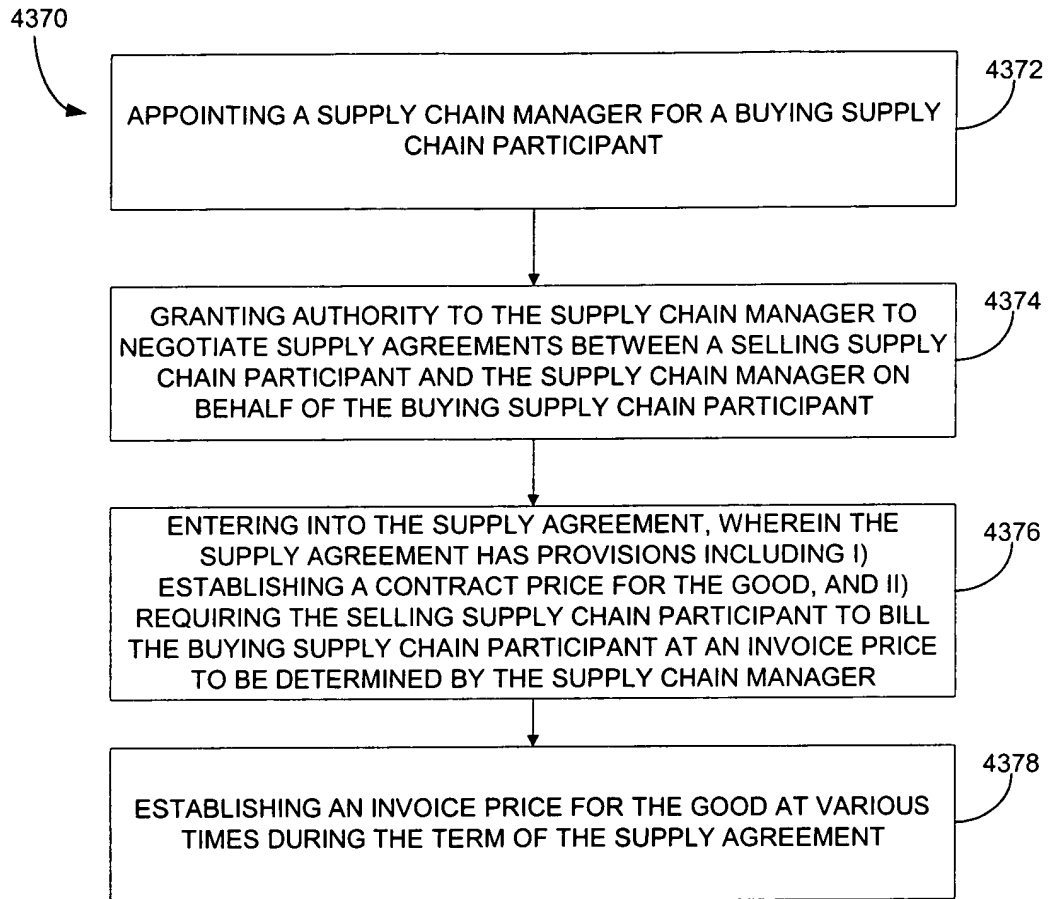


FIG. 43C

4386

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE
BUYING SUPPLY CHAIN PARTICIPANT

4388

AUTHORIZING THE SUPPLY CHAIN MANAGER TO NEGOTIATE
SUPPLY AGREEMENTS FOR AT LEAST ONE GOOD ON BEHALF OF
THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4390

ENTERING INTO AT LEAST ONE SUPPLY AGREEMENT FOR THE AT
LEAST ONE GOOD, WHEREIN PROVISIONS OF THE SUPPLY
AGREEMENT INCLUDE: (I) PRICING FOR EACH ONE GOOD SHALL
BE BASED UPON FACTORS INCLUDING AN ACTUAL MARKET
PRICE OF AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN
MANAGER HAS NOT ESTABLISHED A COMMODITY POSITION
PRICE; AND (II) PRICING FOR EACH ONE GOOD SHALL BE BASED
UPON FACTORS INCLUDING A COMMODITY POSITION PRICE OF
AT LEAST ONE COMMODITY WHEN THE SUPPLY CHAIN MANAGER
HAS ESTABLISHED A COMMODITY POSITION PRICE

4392

PERIODICALLY ESTABLISHING THROUGH THE SUPPLY CHAIN
MANAGER A COMMODITY POSITION PRICE

4394

FIG. 43D

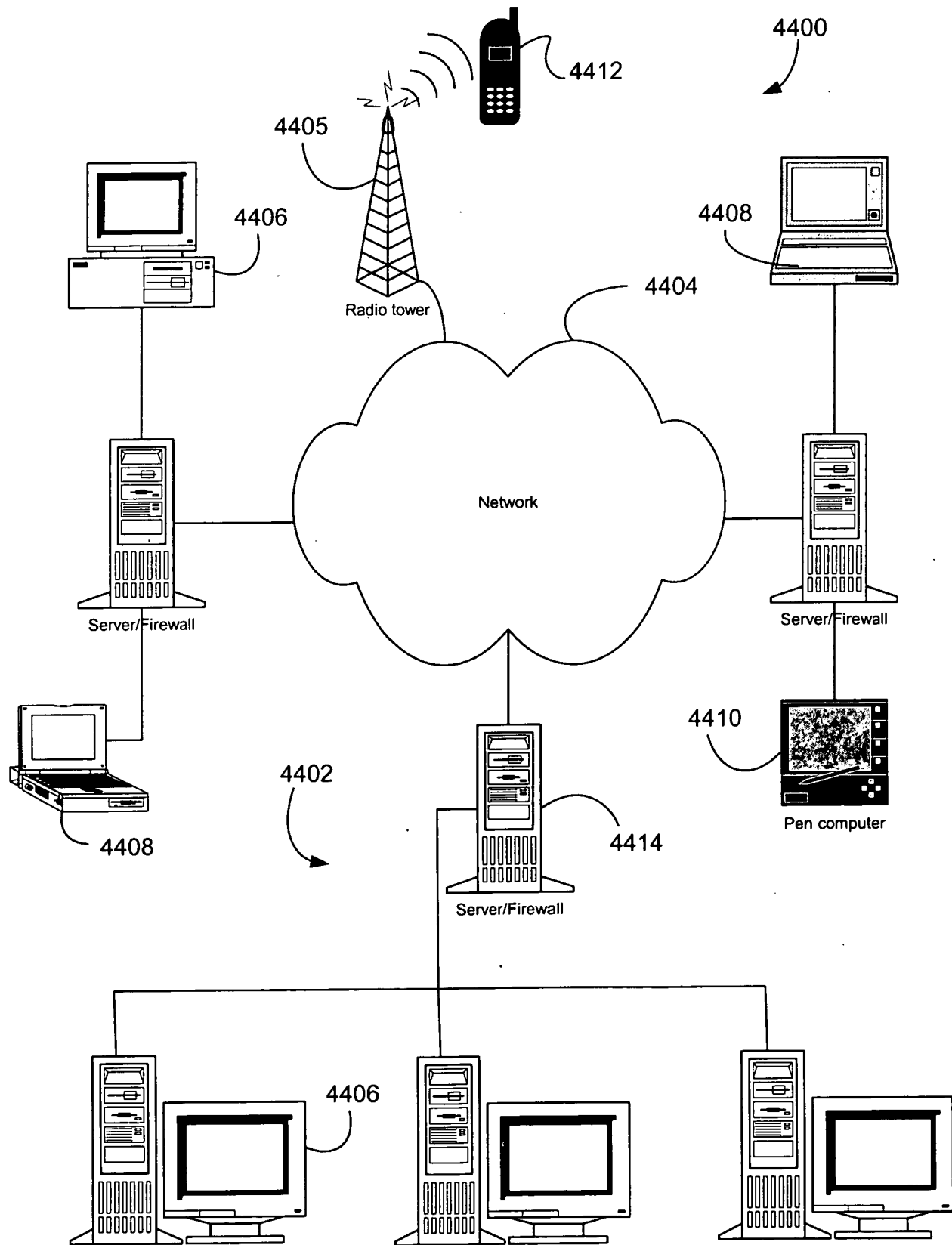


FIG. 44

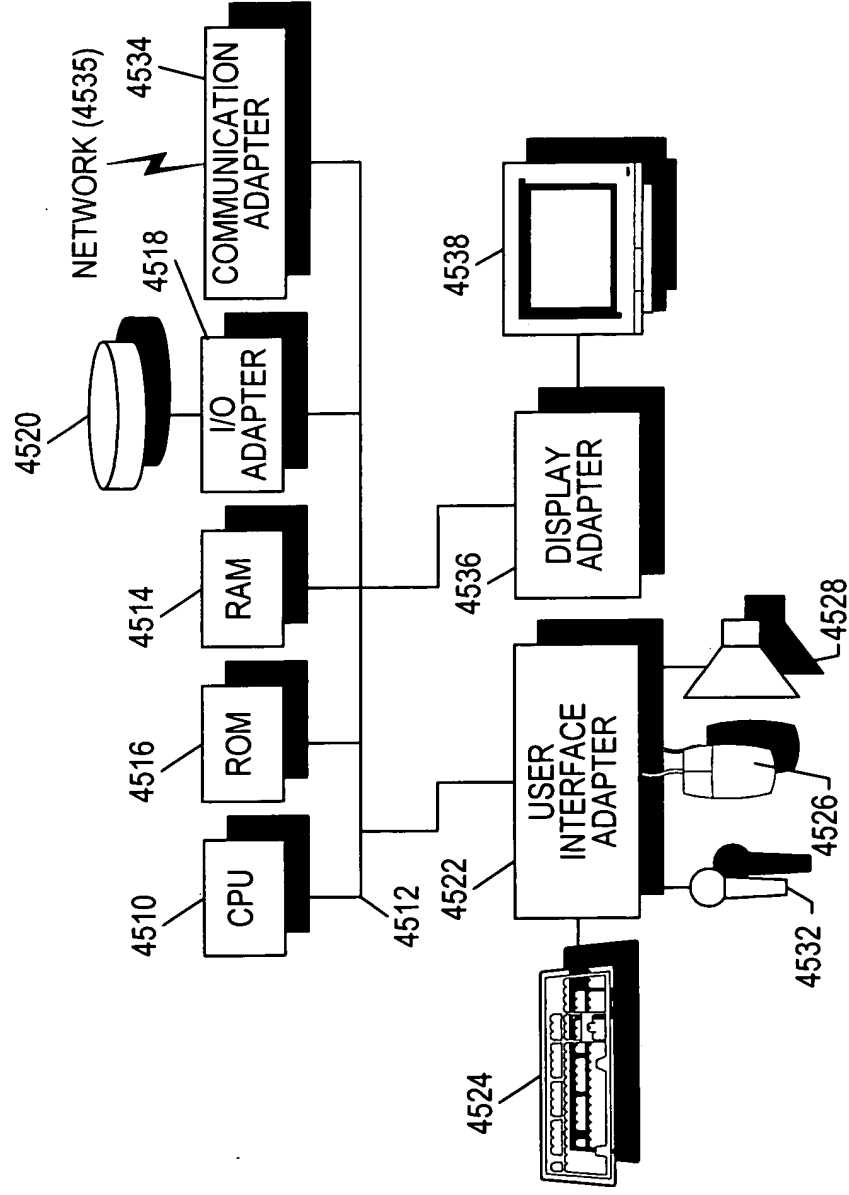


FIG. 45

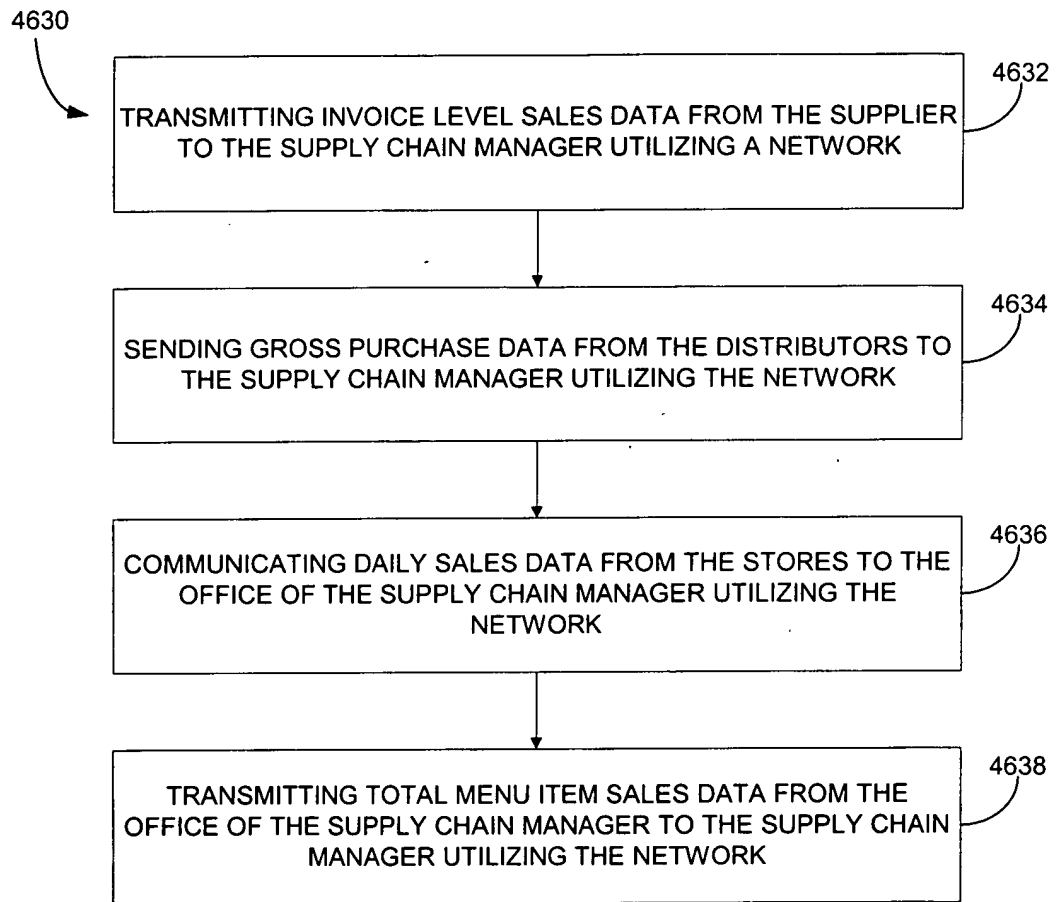


FIG. 46

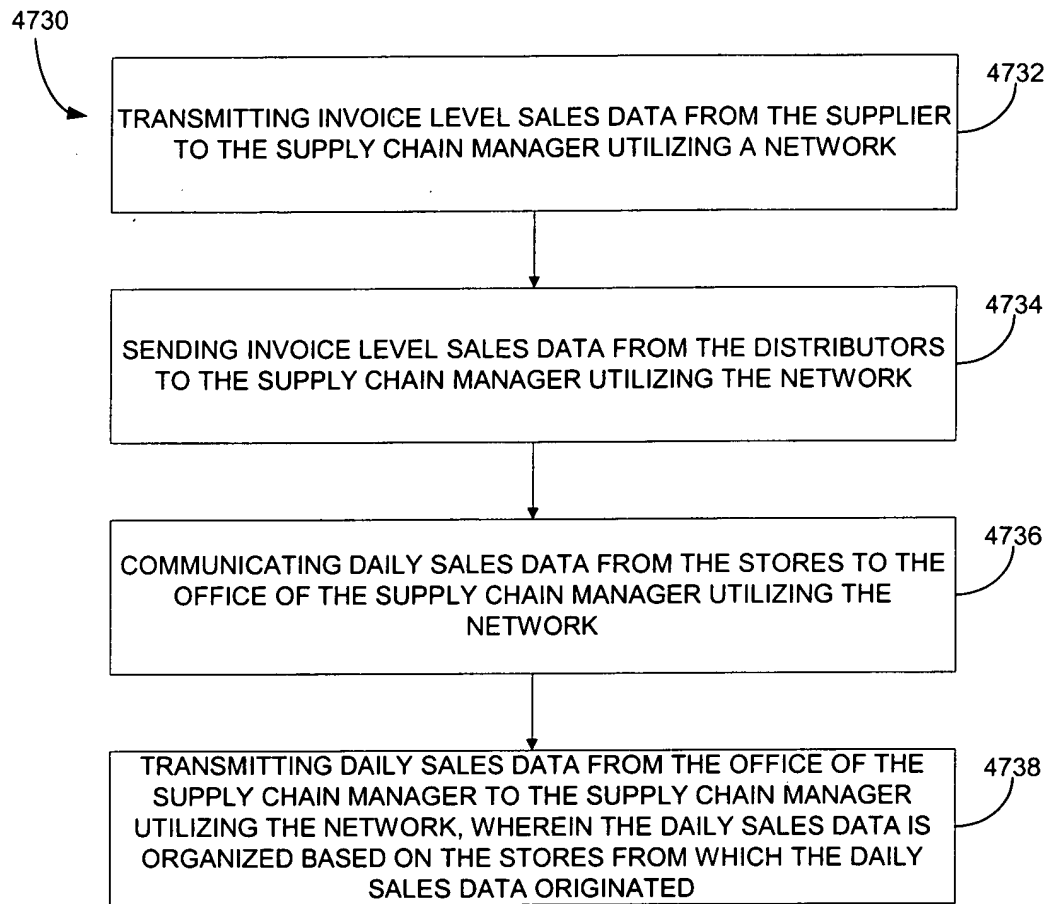


FIG. 47

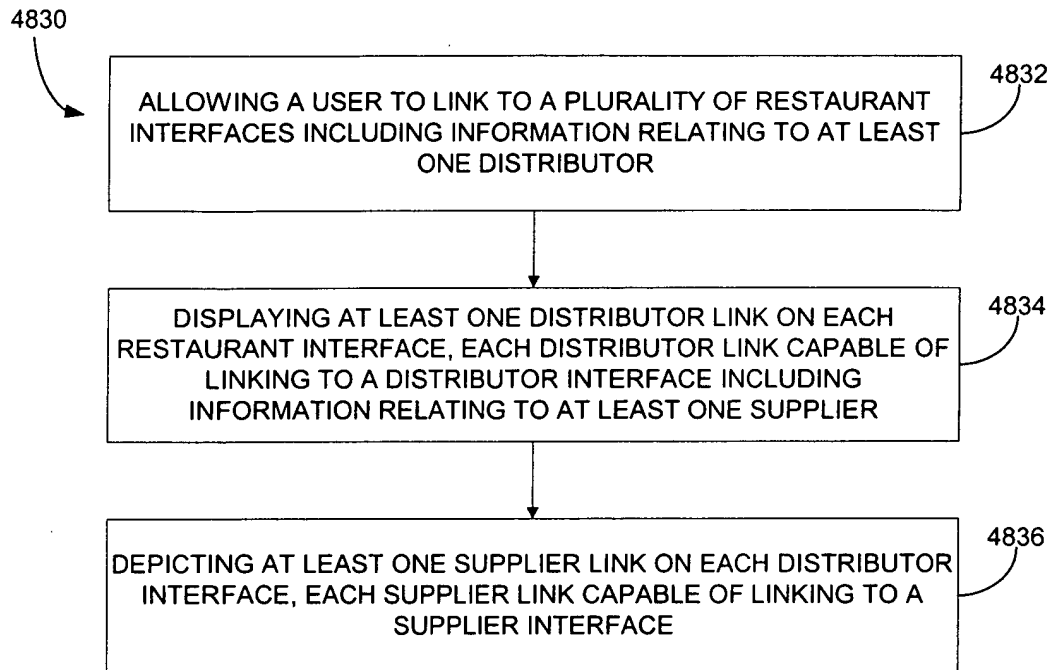


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

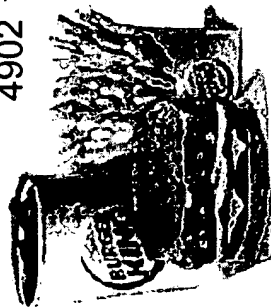
File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Links

RSI

4902



Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Password

Enter Site

Click For Help

4904

About RSI

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

4900

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

NFA link






FIG. 49

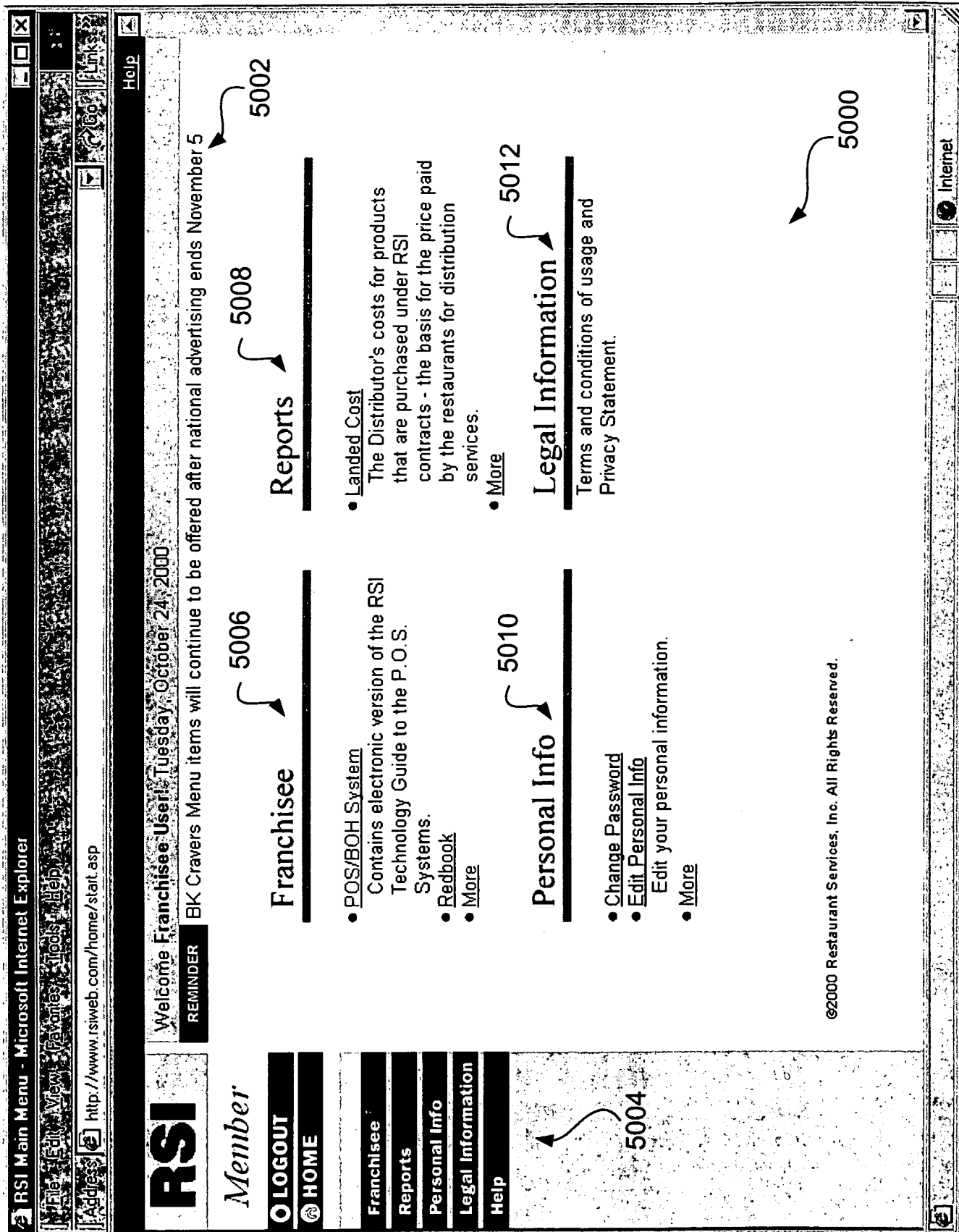


FIG. 50

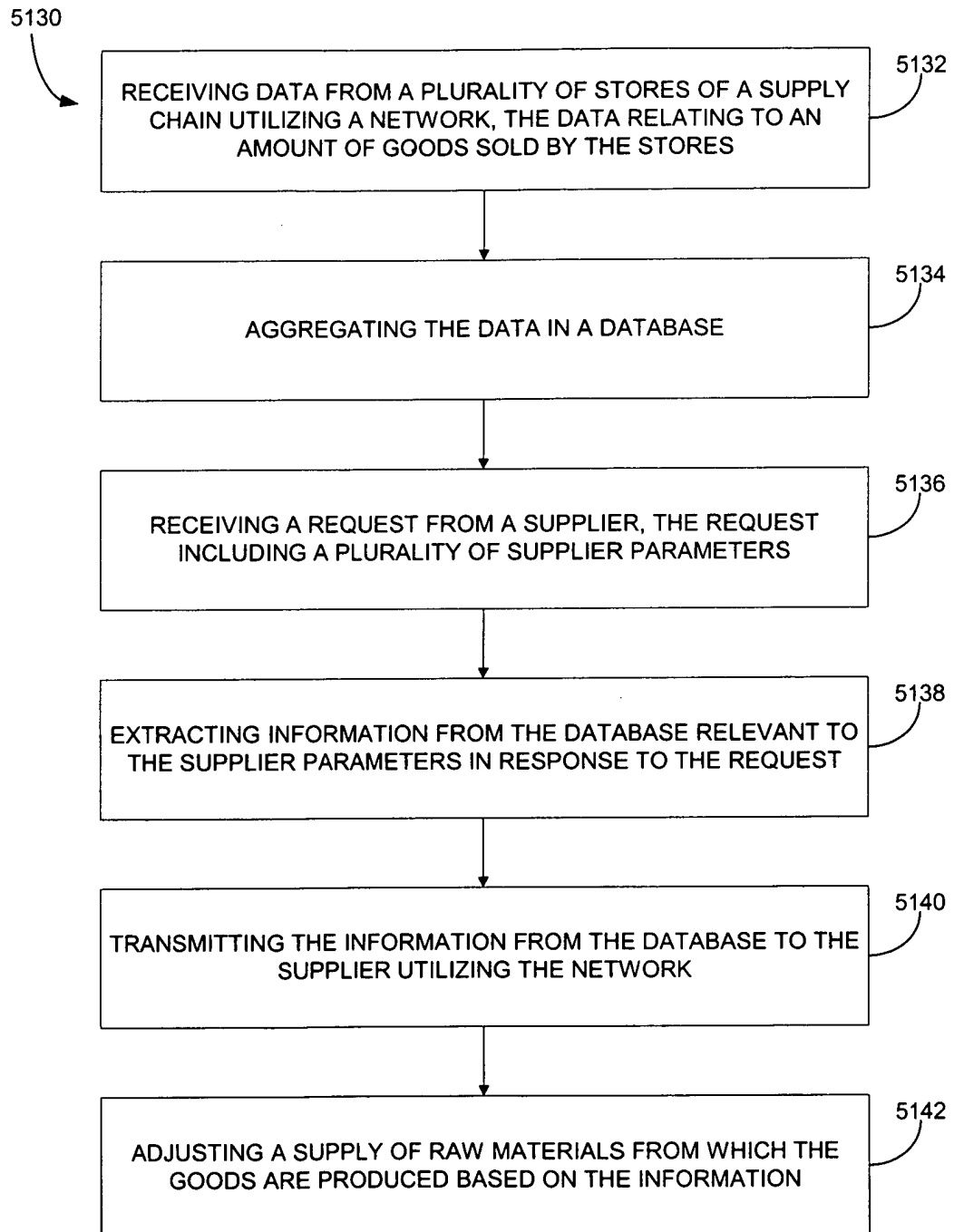


FIG. 51

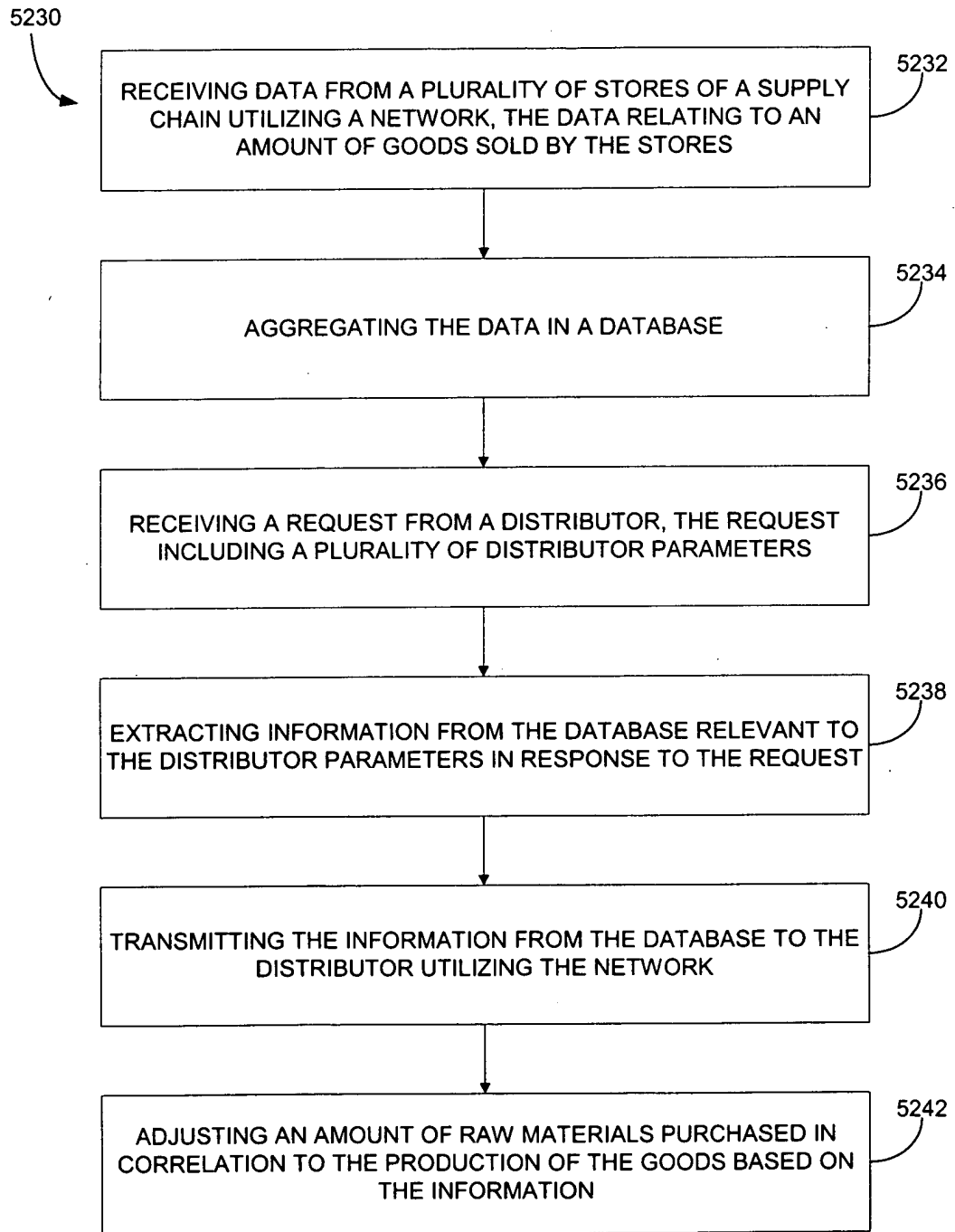


FIG. 52

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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| | | | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | | | | | Week Ending Total | | | |
|------------------------------------|--------------------------|------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|-------------------|--|--|--|
| DC Item No | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/25 | 9/18 | | | | |
| Number of Restaurants Served by DC | | | | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 197 | | | | |
| 18986 | SAUCE: BBQ BULK BULLSEYE | 0.00% | 13 | 13 | 21 | 23 | 18 | 16 | 16 | 14 | 14 | 21 | 21 | 15 | 13 | 13 | 109 | 96 | 80 | 72 | | | | |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 12 | 19 | 20 | 16 | 14 | 14 | 13 | 14 | 19 | 19 | 18 | 15 | 14 | 110 | 104 | 104 | 100 | | | | |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 134 | 107 | 211 | 173 | 156 | 154 | 163 | 160 | 200 | 208 | 175 | 165 | 151 | 1184 | 1146 | 1142 | 1109 | | | | |
| 24986 | STRAW: WRAPPED 7.75" BK | 0.00% | 21 | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 186 | 178 | | | | |
| 25318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 10 | 11 | 12 | 10 | 8 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 8 | 70 | 71 | 58 | 58 | | | | |
| 25452 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 18 | 15 | 8 | 9 | | | | |
| 27682 | KETCHUP: BULK BAG IN BOX | 0.00% | 88 | 88 | 134 | 142 | 115 | 104 | 102 | 101 | 100 | 138 | 139 | 115 | 108 | 102 | 798 | 771 | 778 | 743 | | | | |
| 27690 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 127 | 194 | 205 | 160 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 1112 | 1070 | 1078 | 1044 | | | | |

FIG. 53

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

[Printer Friendly Version](#)

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|---------------------------------|-----|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup | | | | | | |
| Chicago, IL | | 5/1/00 | 85 | 99 | 8 | |
| Davenport-Rt-Moline, IA | | 6/1/00 | 86 | 32 | 17 | |
| Des Moines-Ames, IA | | 7/10/00 | 85 | 17 | 28 | |
| Omaha, NE | | 7/10/00 | 85 | 17 | 50 | |
| Peoria, IL | | 6/1/00 | 85 | 99 | 17 | |
| Sioux City, IA | | 6/26/00 | 85 | 99 | 10 | |
| Springfield-Decatur-Chmpg, IL | | 6/1/00 | 85 | 99 | 1 | |
| 32 oz. Motor Cup Total | | | | | 131 | |
| Big King | | | | | | |
| Cedar Rapids-Waterloo-Dubuq, IA | | 4/15/00 | | 99 | 19 | |
| Davenport-Rt-Moline, IA | | 4/15/00 | | 99 | 17 | |
| Ottumwa-Kirkville, IA | | 4/15/00 | | 99 | 3 | |
| Big King Total | | | | | 39 | |
| Pancake Minis | | | | | | |
| Chicago, IL | | 5/15/00 | 20 | 99 | 8 | |
| Peoria, IL | | 5/1/00 | 20 | 99 | 17 | |
| Sioux City, IA | | 4/15/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | | 35 | |

Done

Internet

FIG. 54

11/13/2000 10:00:00 AM

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

Address: http://www.rsiweb.com/supplier/s_rptposdaily.asp?report=tue

RSI

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier:

TYSON FOODS

Retrieve

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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| | | 14 Day Rolling (Total Cases) | | | | | | | | | | | | | | Week Ending Total | | | | | | |
|-----------------------|--------------------|------------------------------|------------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|-------|-------|
| FOB Point | DC | RSI Item No | Item Description | % Chg 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/18 | |
| TOTAL | | | | | | | | | | | | | | | | | | | | | | |
| Total of DC Locations | | | | | | | | | | | | | | | | | | | | | | |
| 6 | CHICKEN-PATTY | 0.00% | | | 60 | 137 | 144 | 111 | 100 | 98 | 96 | 100 | 134 | 137 | 125 | 100 | 100 | | 790 | 774 | 788 | 781 |
| | | | | | | | | | | | | | | | | | | | | | | |
| 7 | CHICKEN-BK BROILER | 0.00% | | | 35 | 51 | 60 | 48 | 46 | 43 | 43 | 40 | 53 | 60 | 48 | 46 | 41 | | 330 | 327 | 354 | 344 |
| | | | | | | | | | | | | | | | | | | | | | | |
| 8 | CHICKEN-TENDERS | 0.00% | | | 222 | 336 | 337 | 295 | 240 | 228 | 225 | 246 | 346 | 315 | 255 | 228 | 223 | | 1,815 | 1,608 | 1,418 | 1,203 |
| | | | | | | | | | | | | | | | | | | | | | | |
| | | | CHICK'N | | | | | | | | | | | | | | | | | | | |

Done

Internet

FIG. 55

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|-----------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE THERMAL 2.25" X 165 | \$21.27 | \$1.57 | \$22.84 |
| 12880 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18986 | 369 | SAUCE-BULK-KRAFTBULLSEYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK36AL | \$6.46 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$28.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN .5L | \$8.41 | \$1.57 | \$7.98 |

Internet

FIG. 56

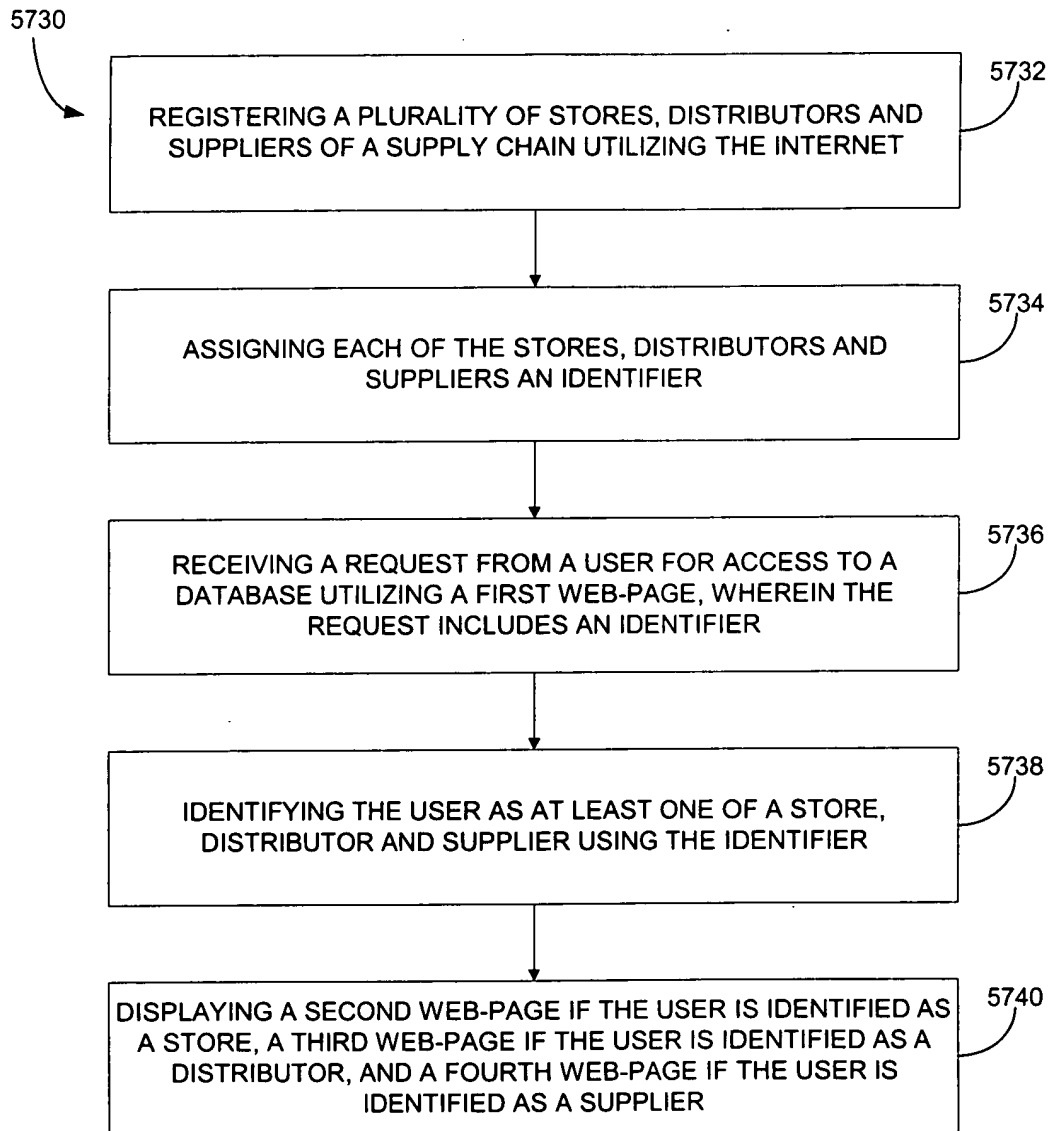


FIG. 57

5804

5802

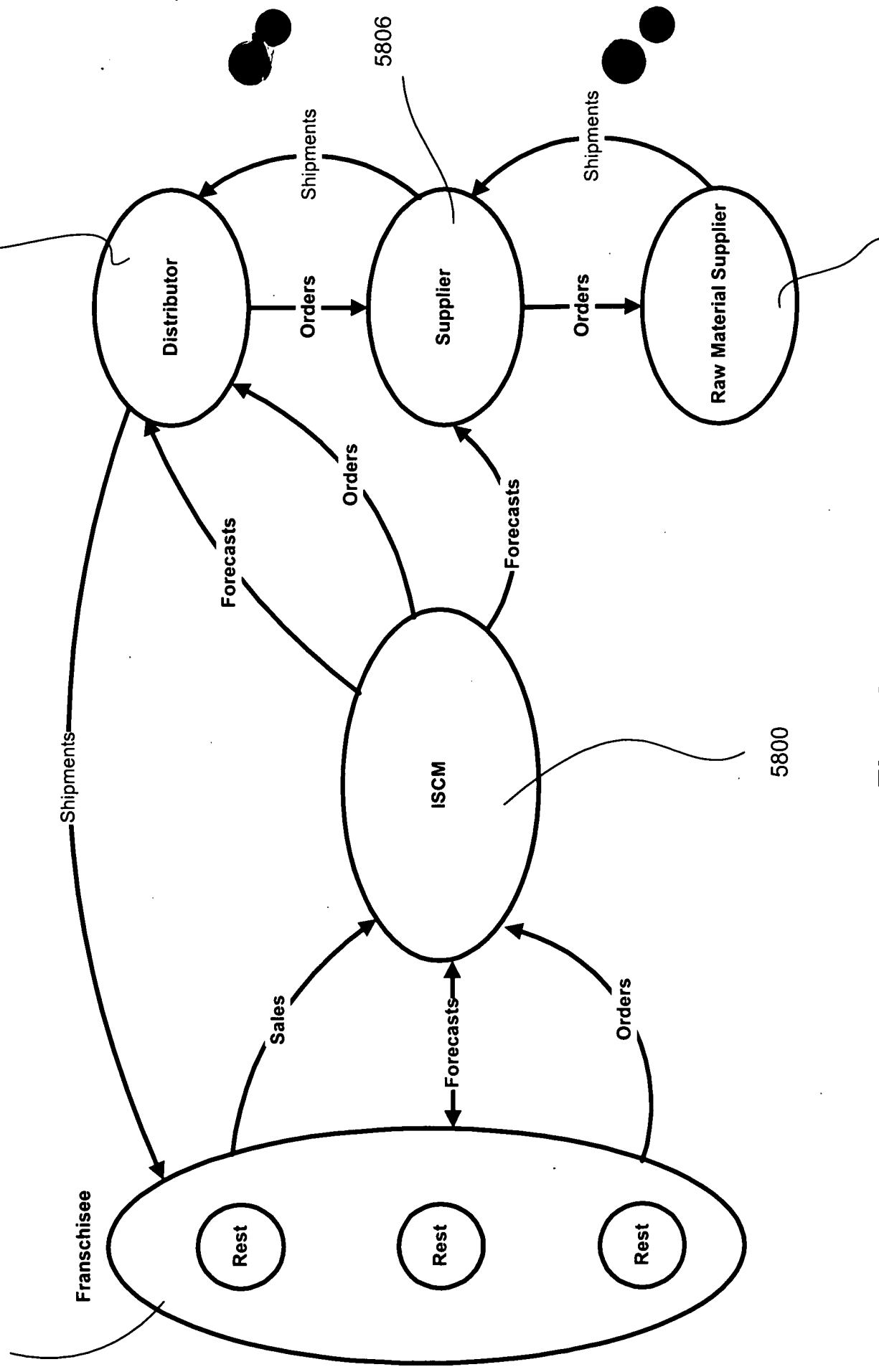


Fig. 58

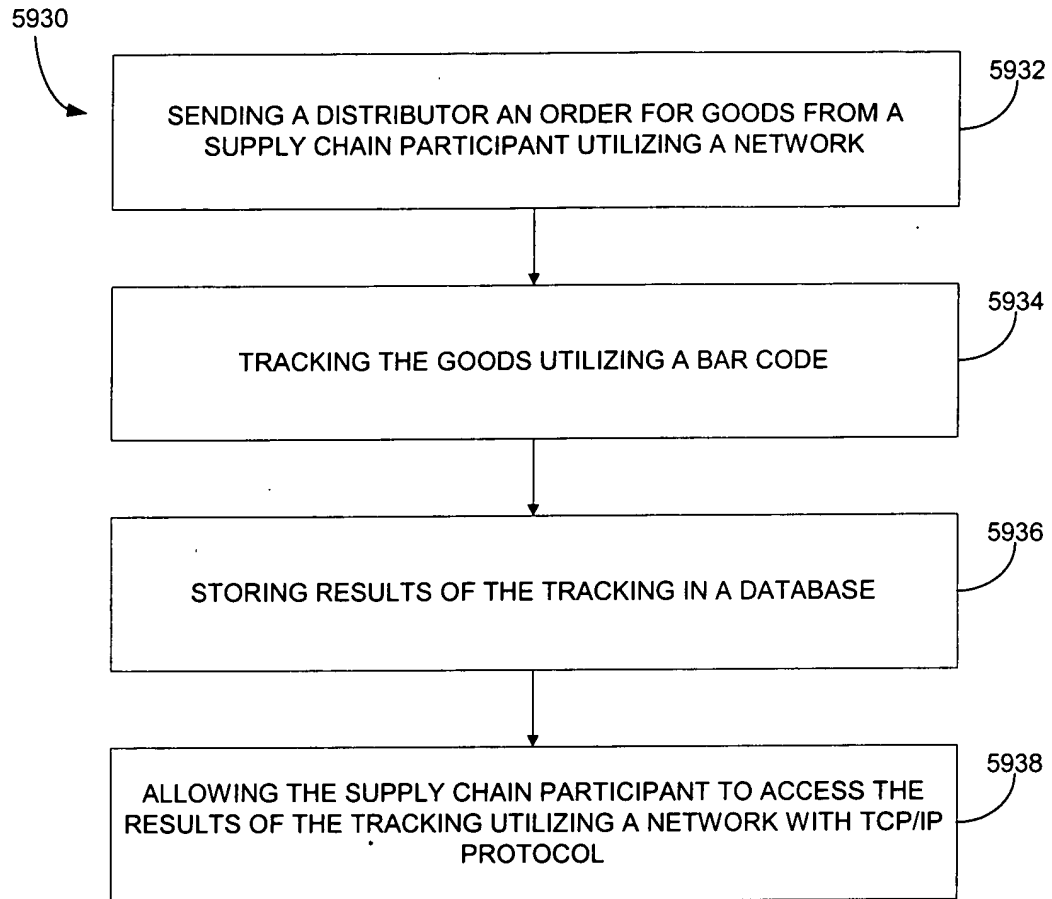


FIG. 59

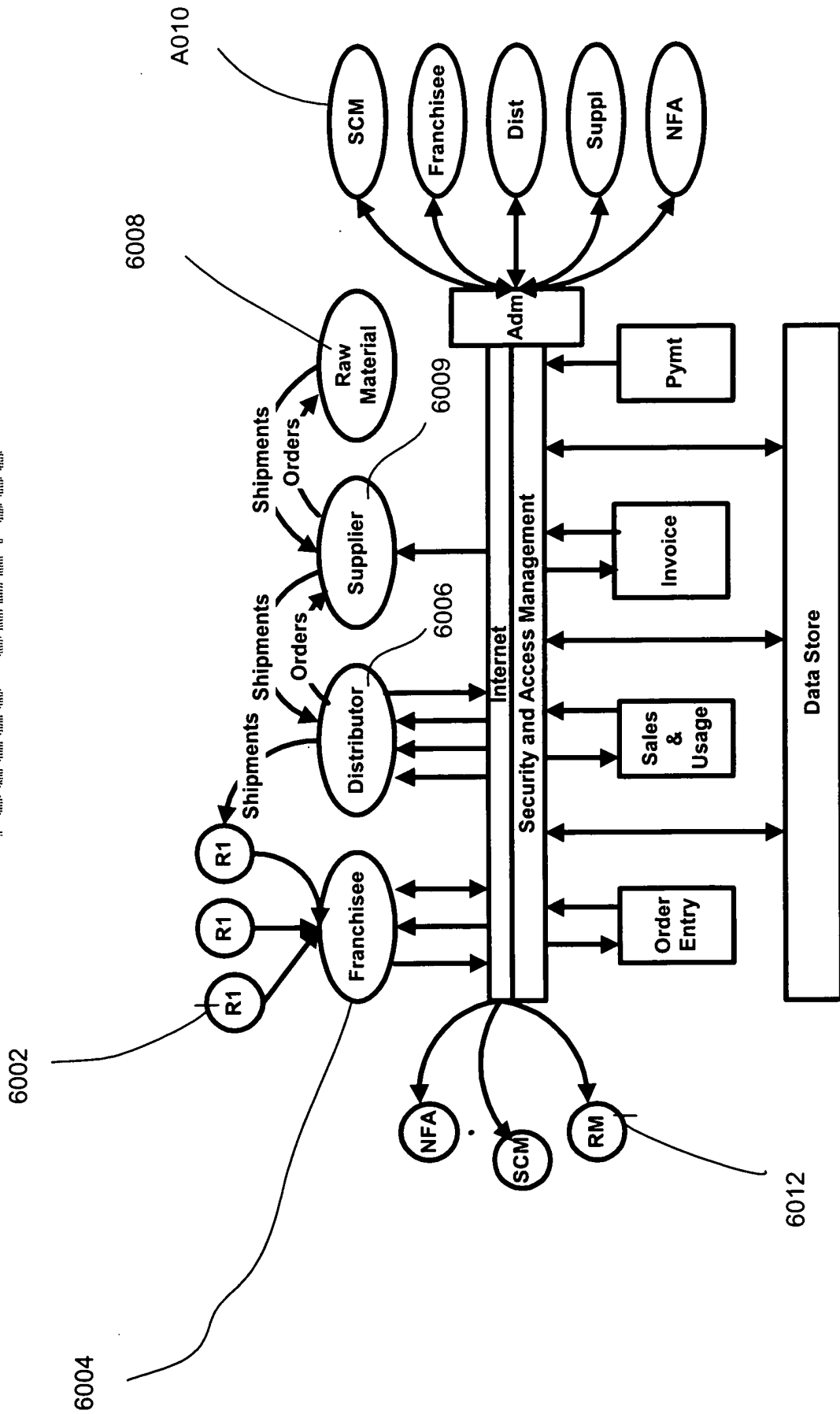


Fig. 60

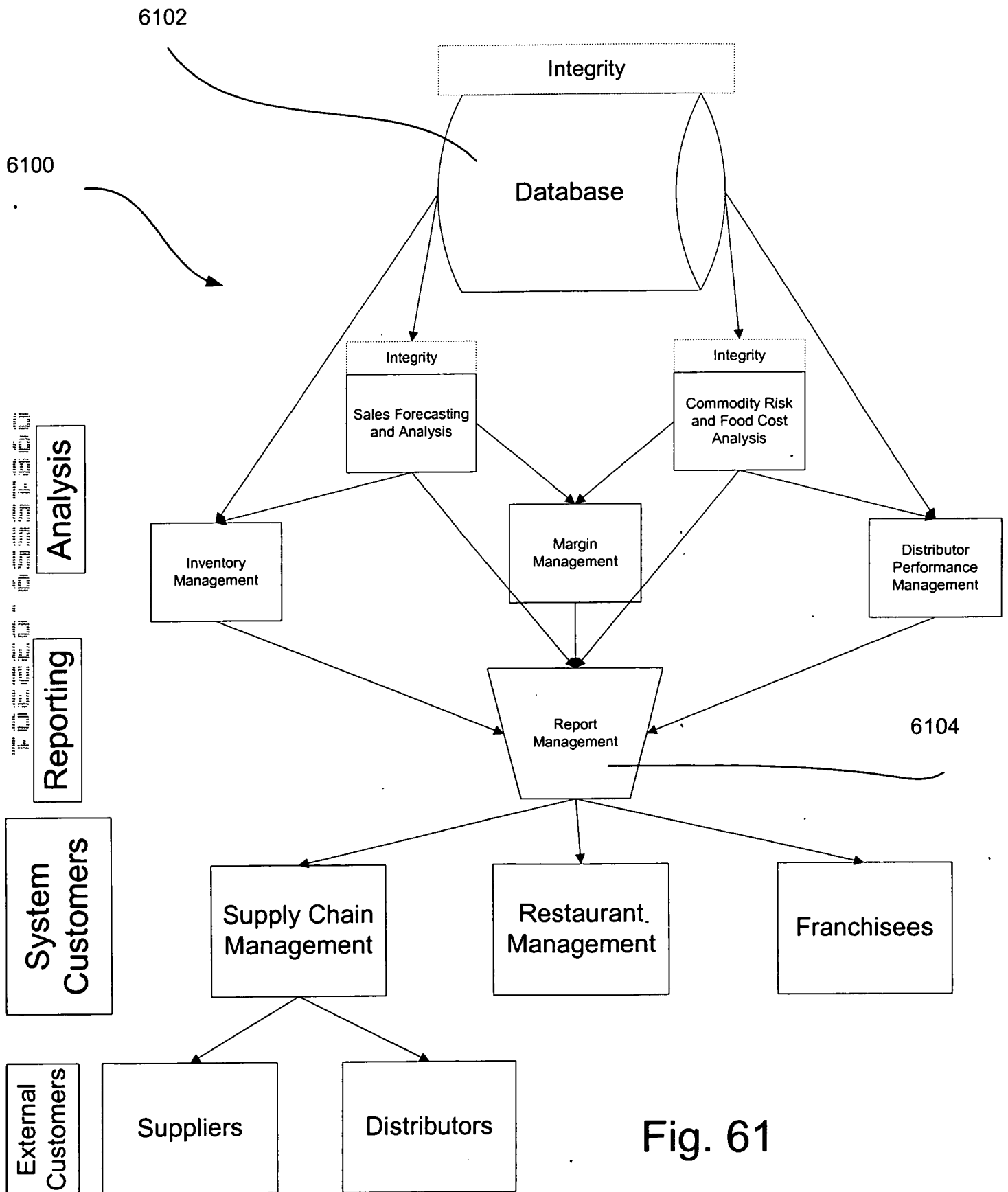


Fig. 61

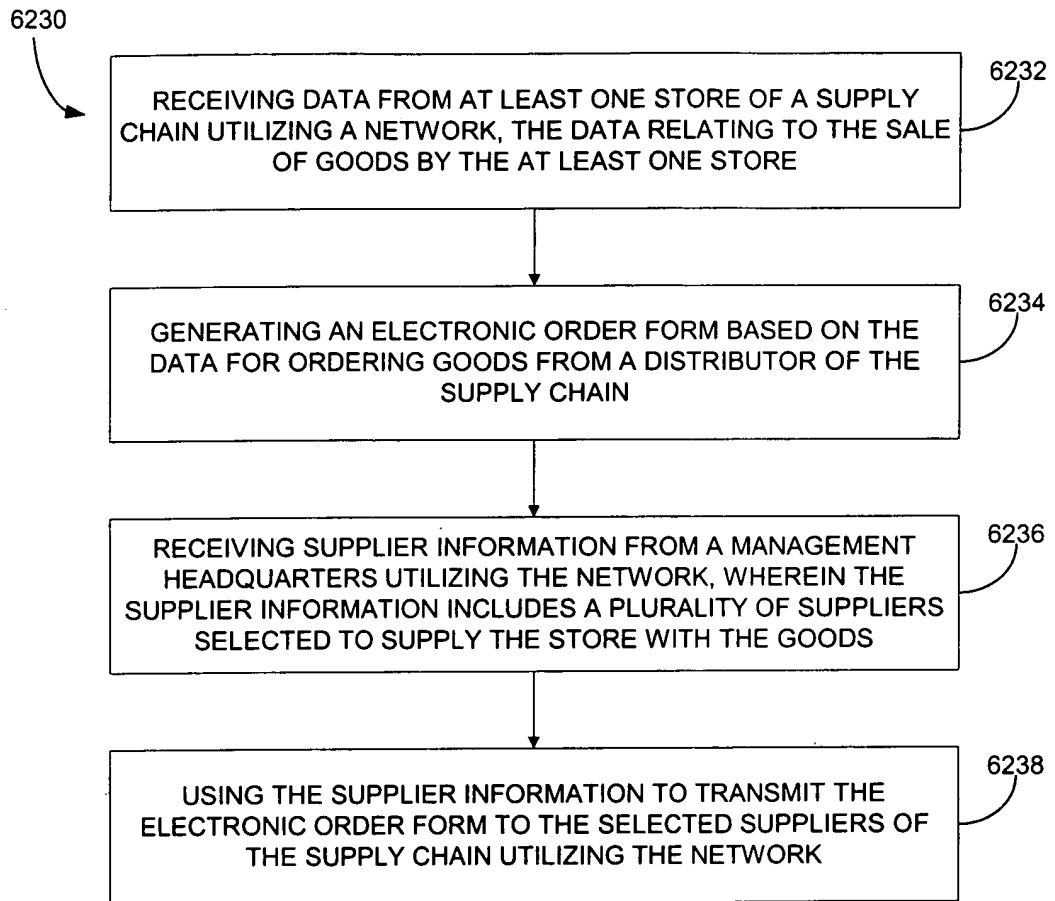


FIG. 62

6300

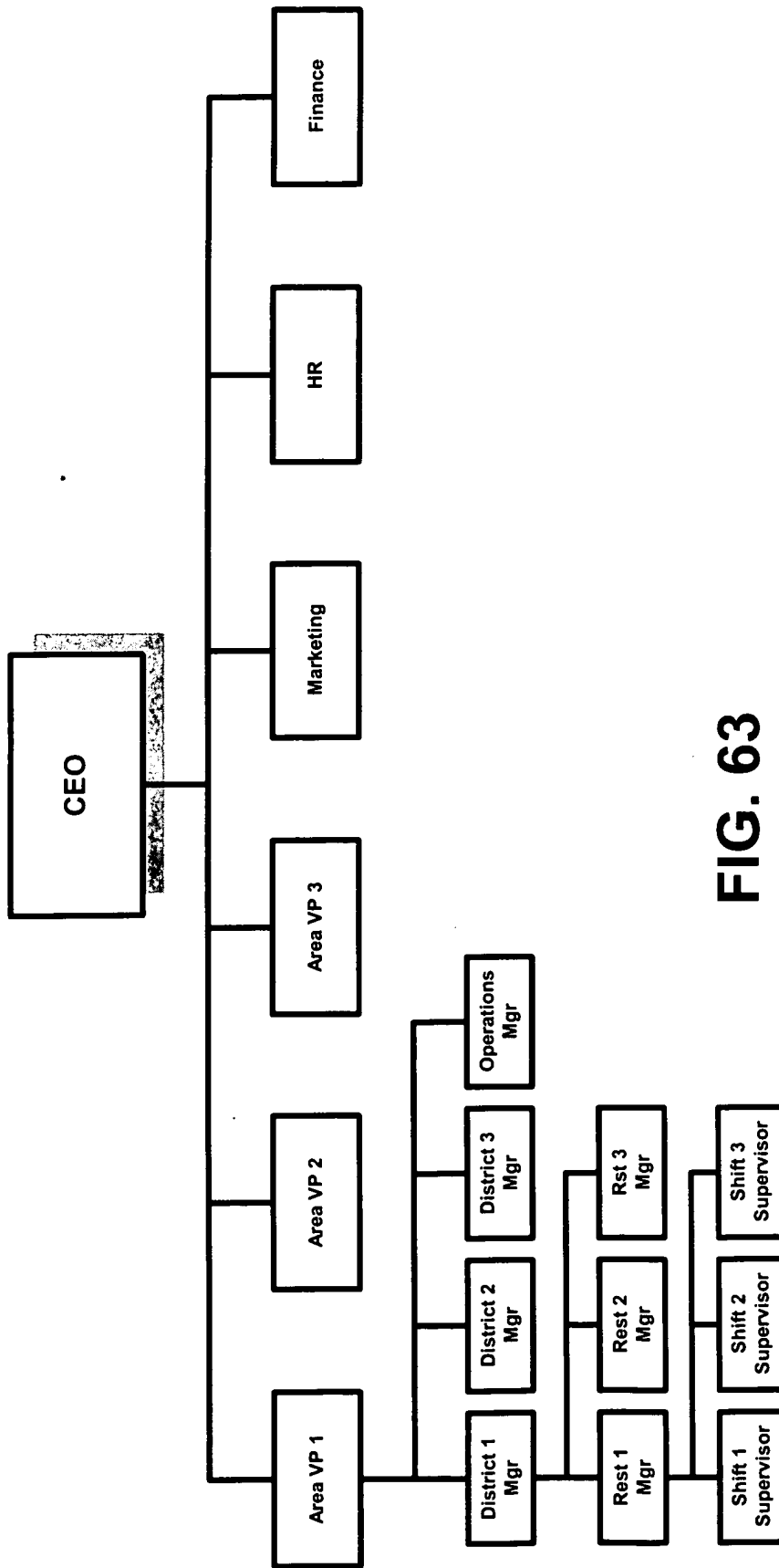


FIG. 63

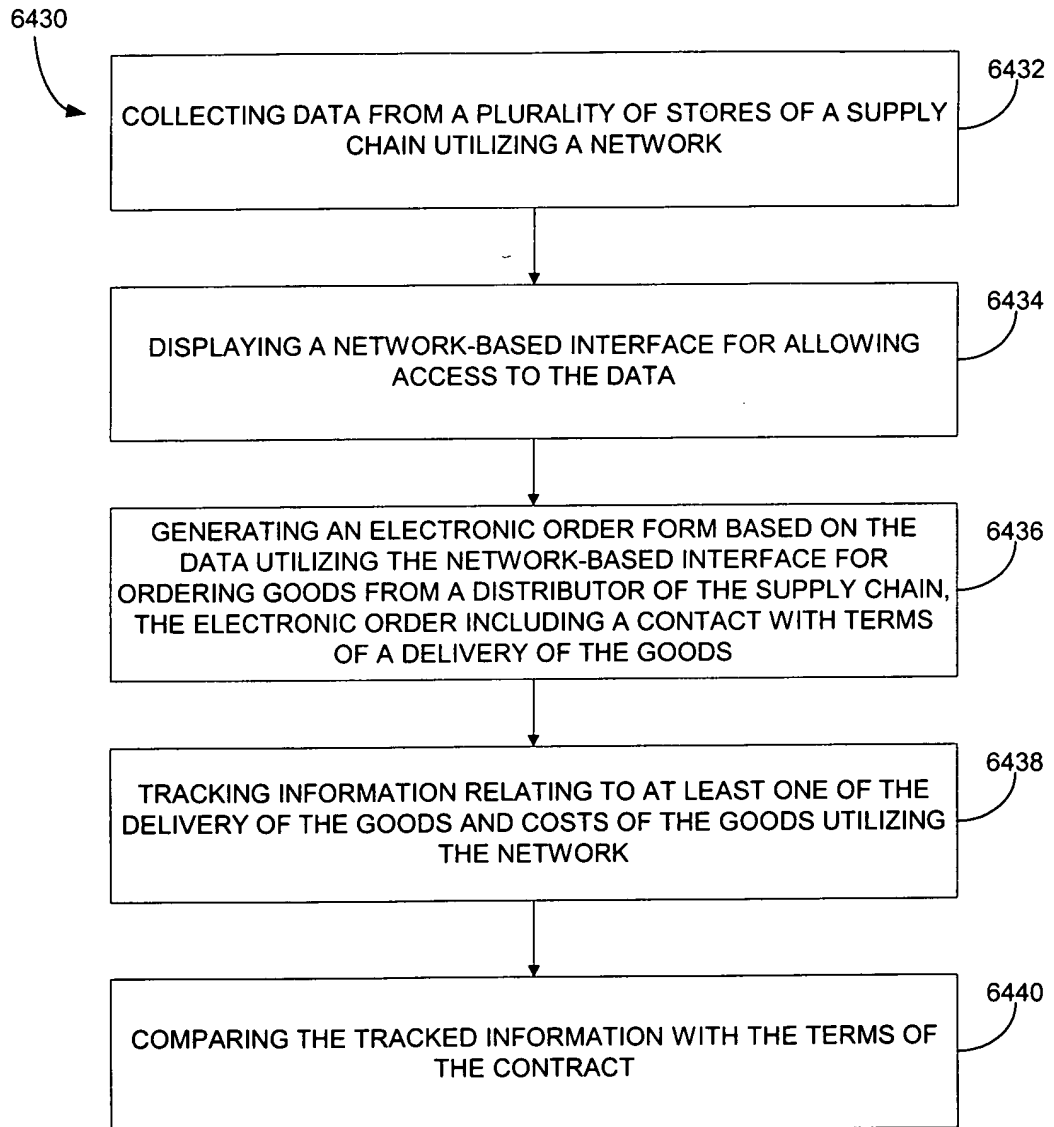


FIG. 64

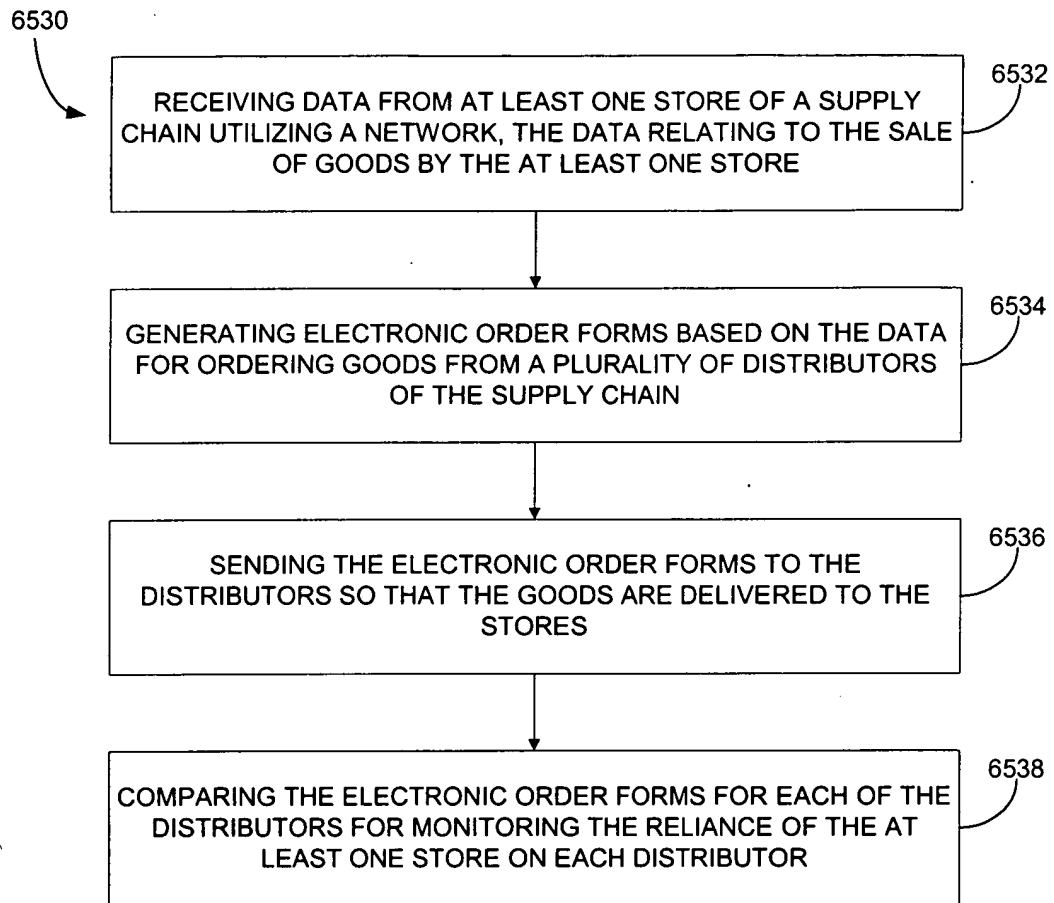


FIG. 65

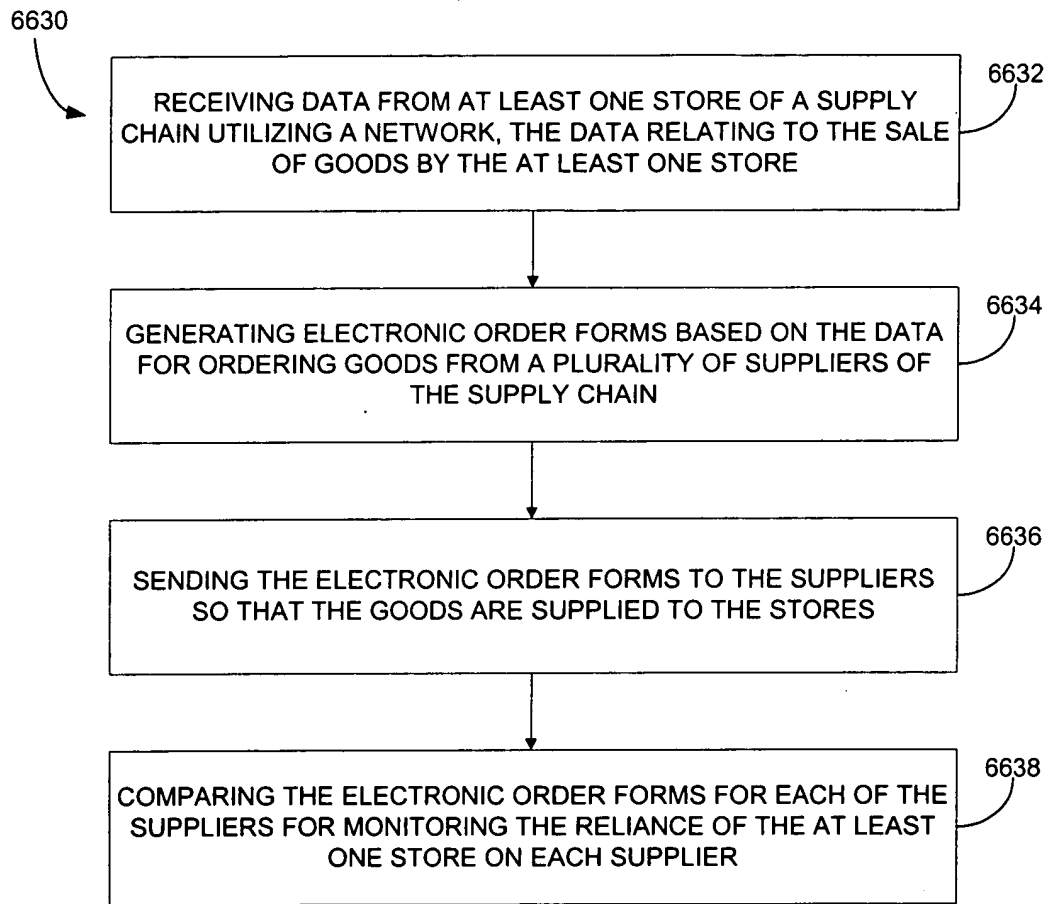


FIG. 66

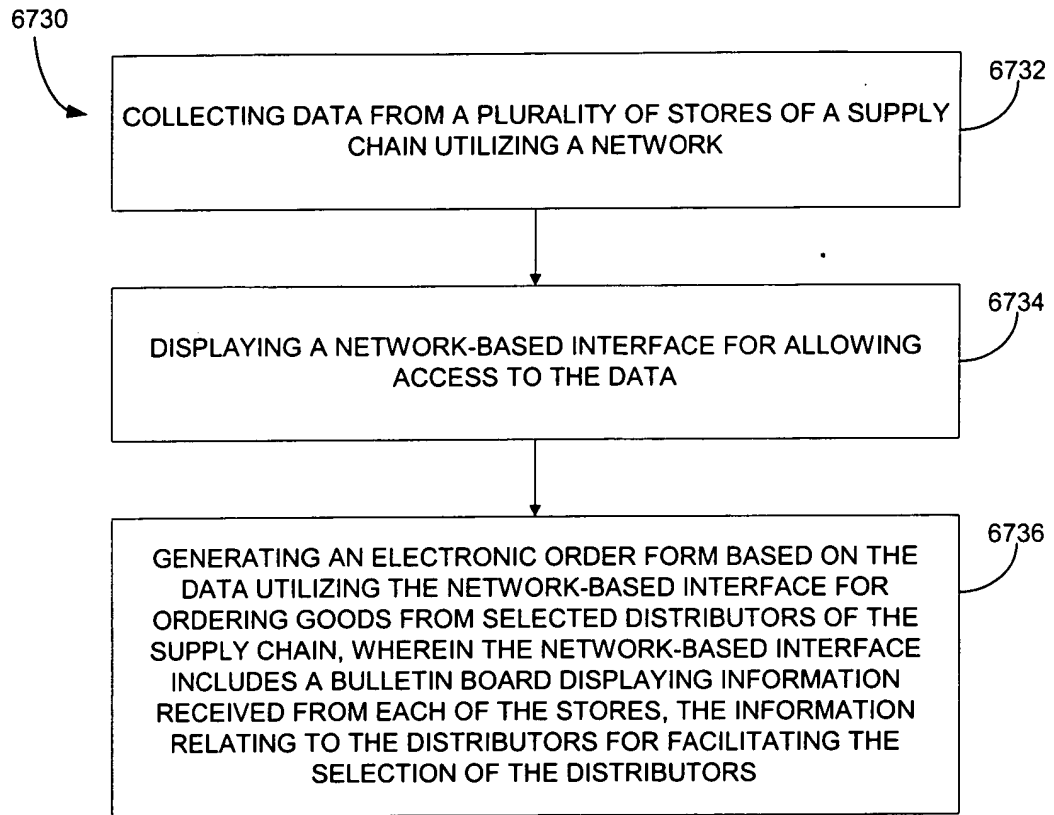


FIG. 67

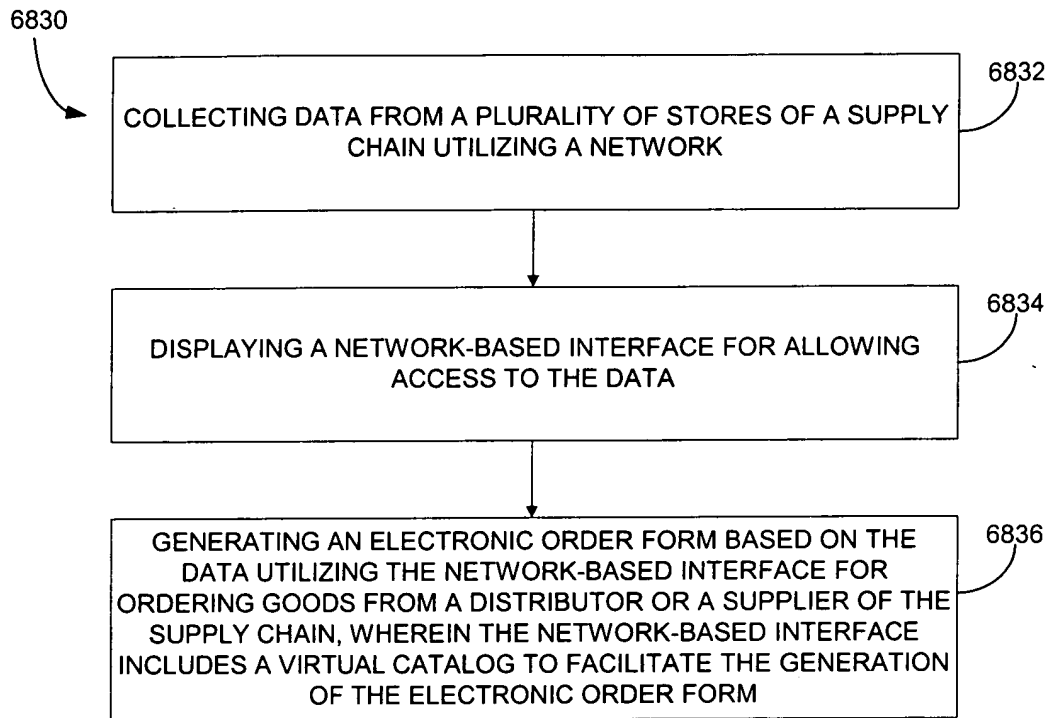


FIG. 68

6900

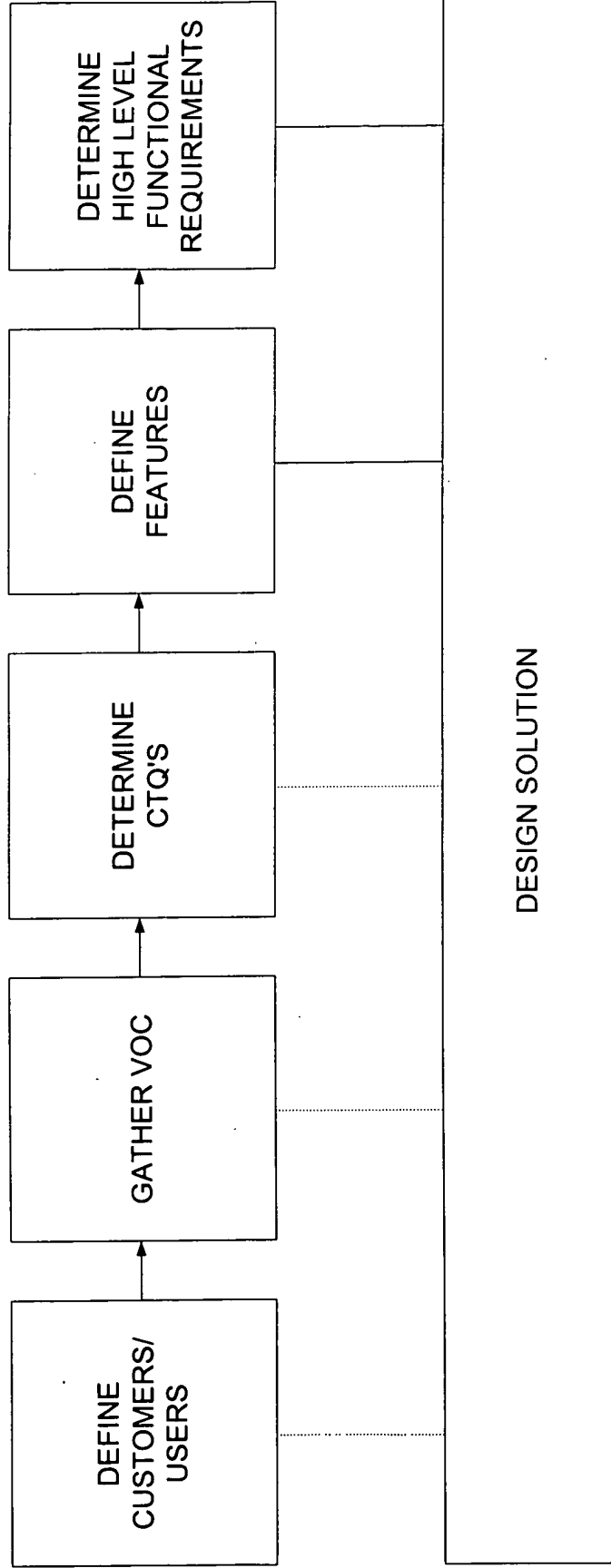


FIG. 69

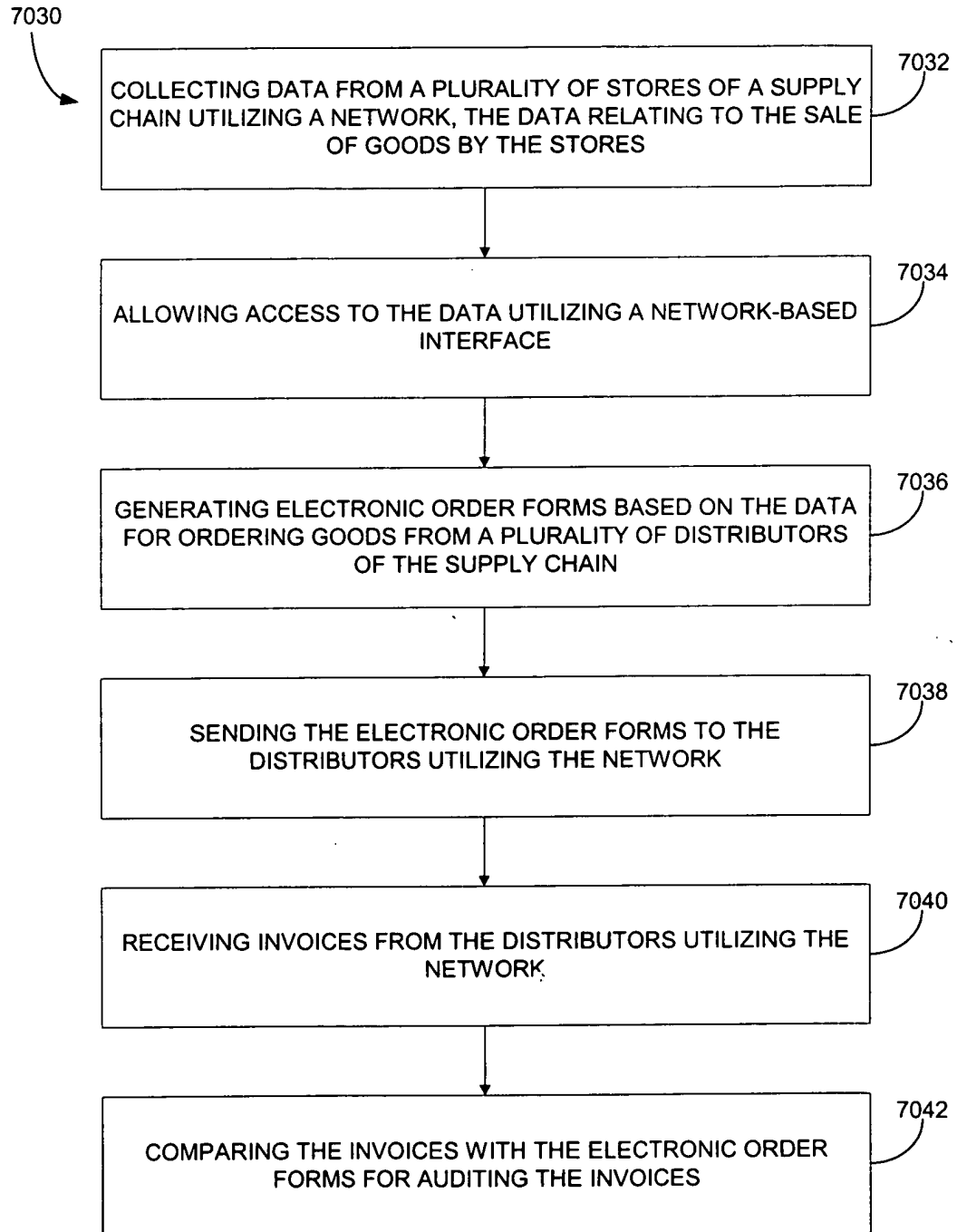


FIG. 70

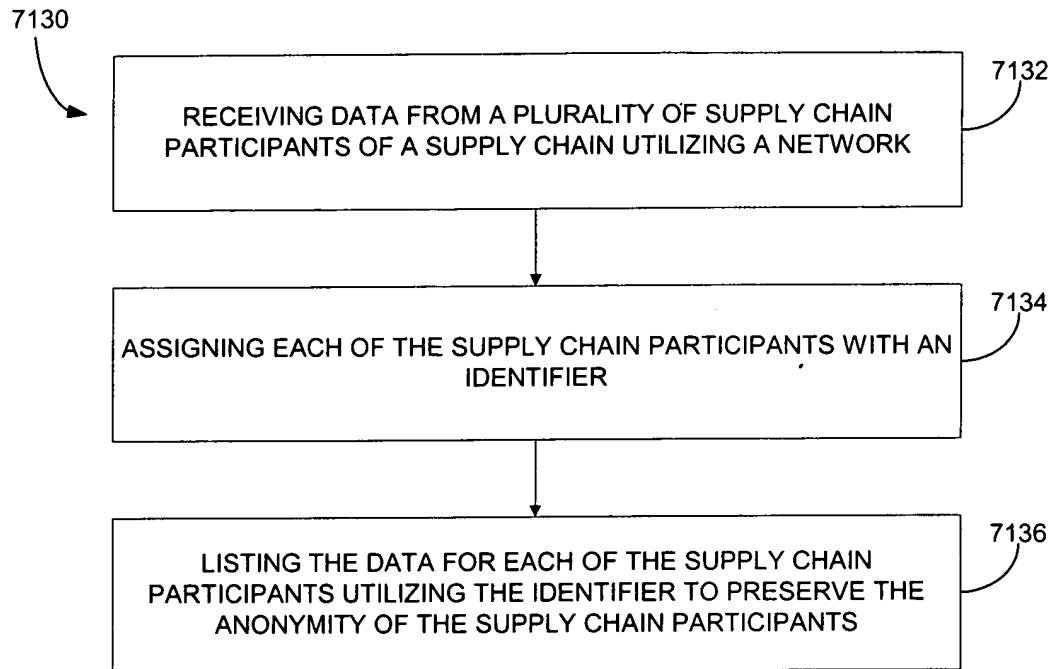


FIG. 71

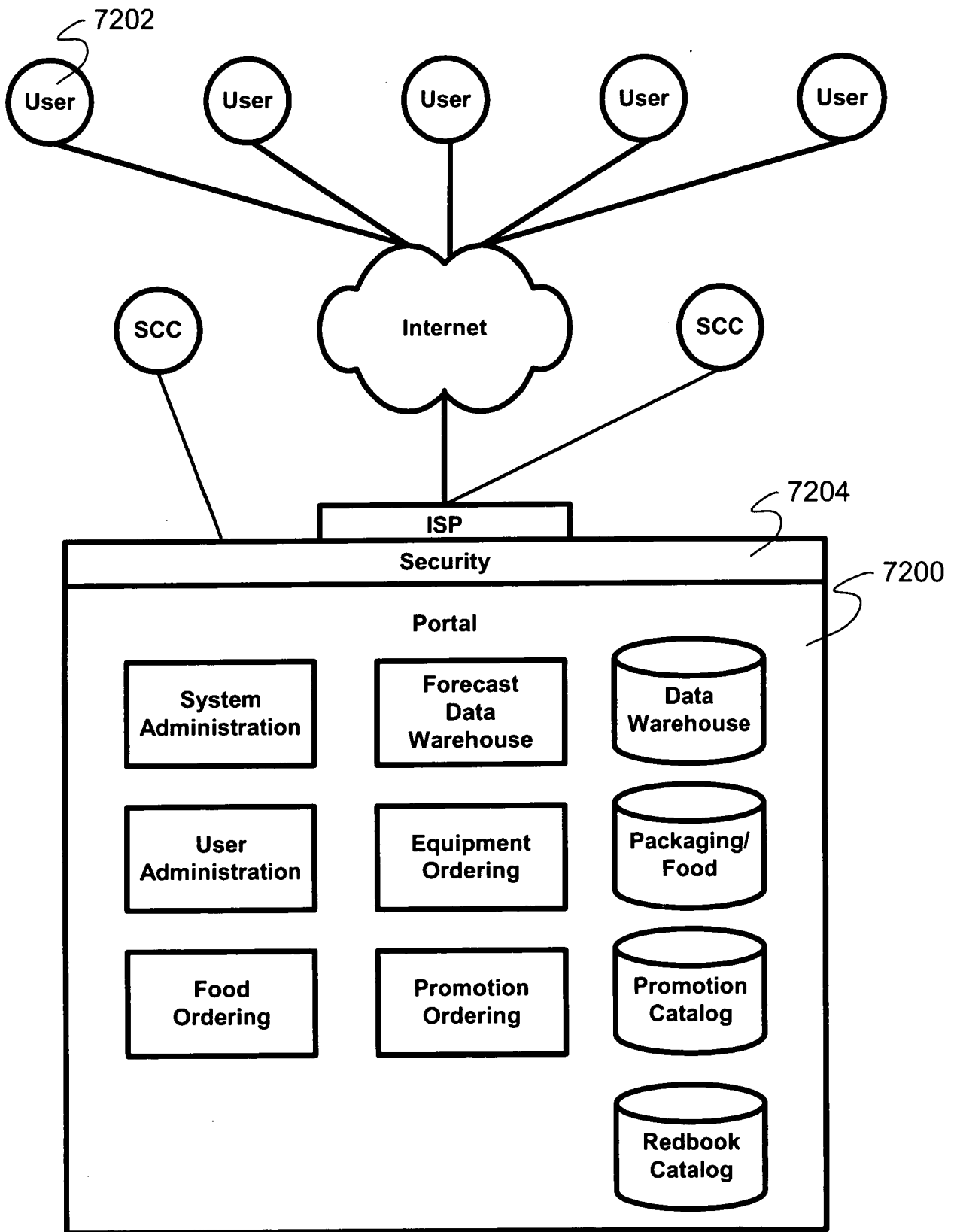


FIG. 72

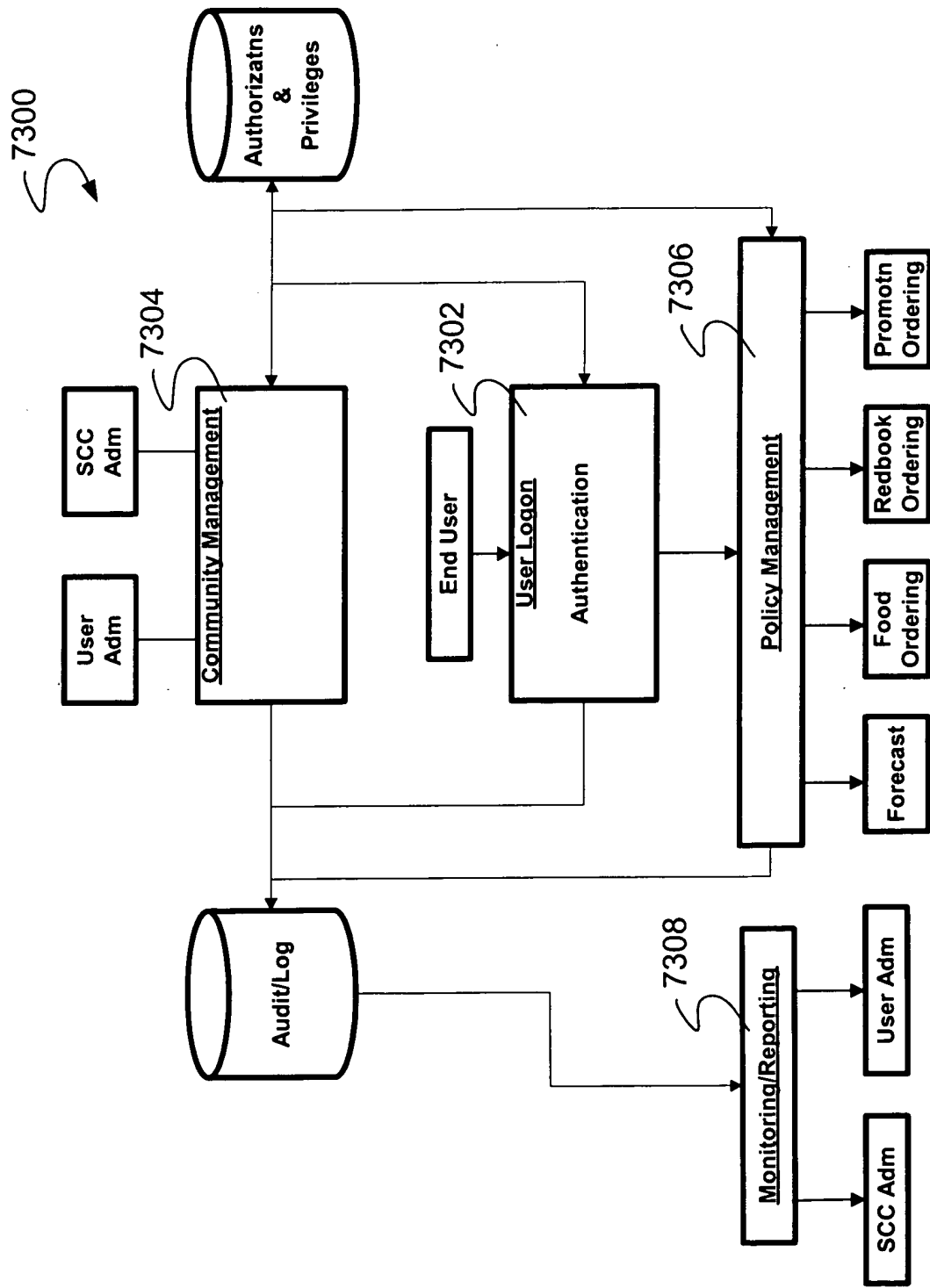


FIG. 73

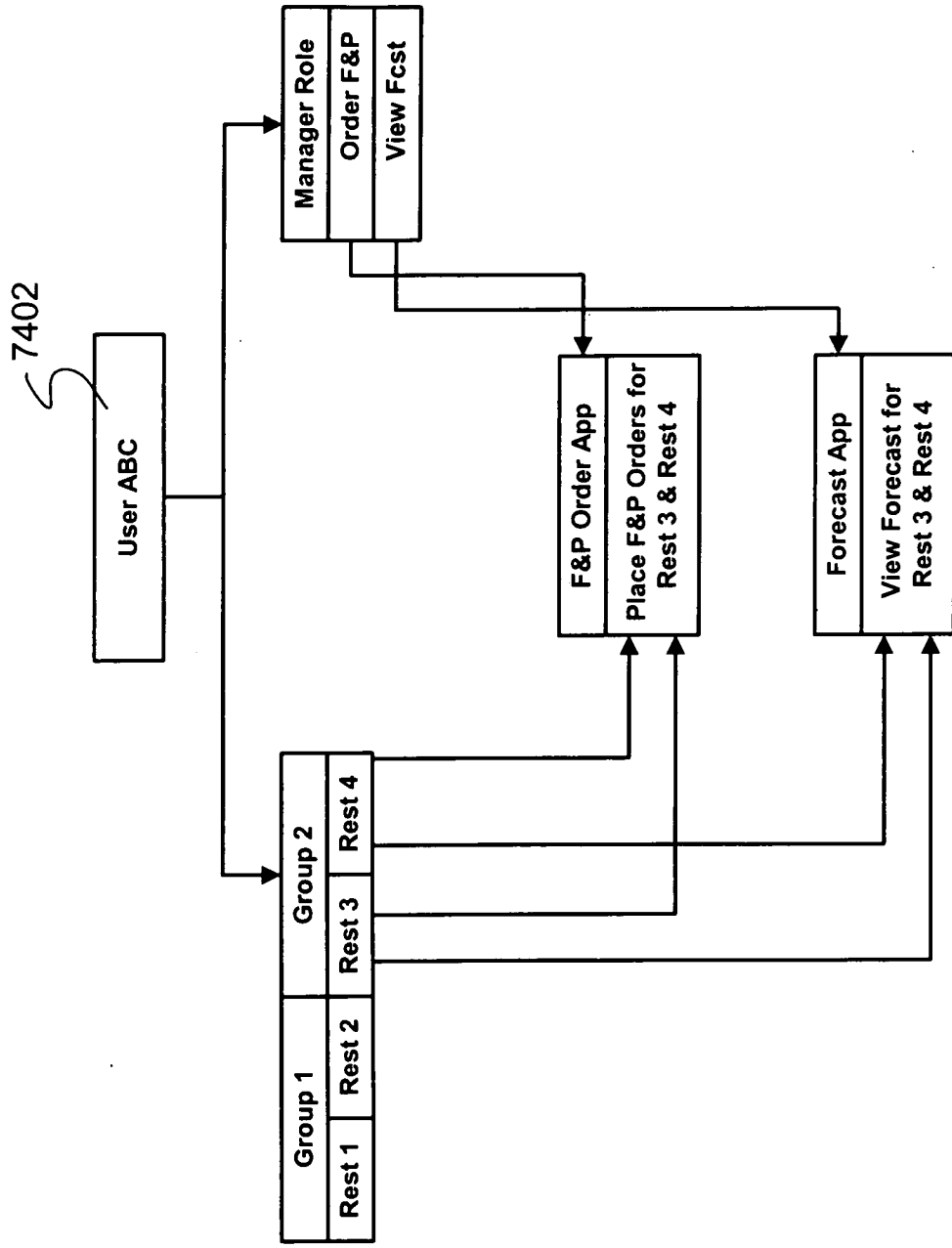


FIG. 74

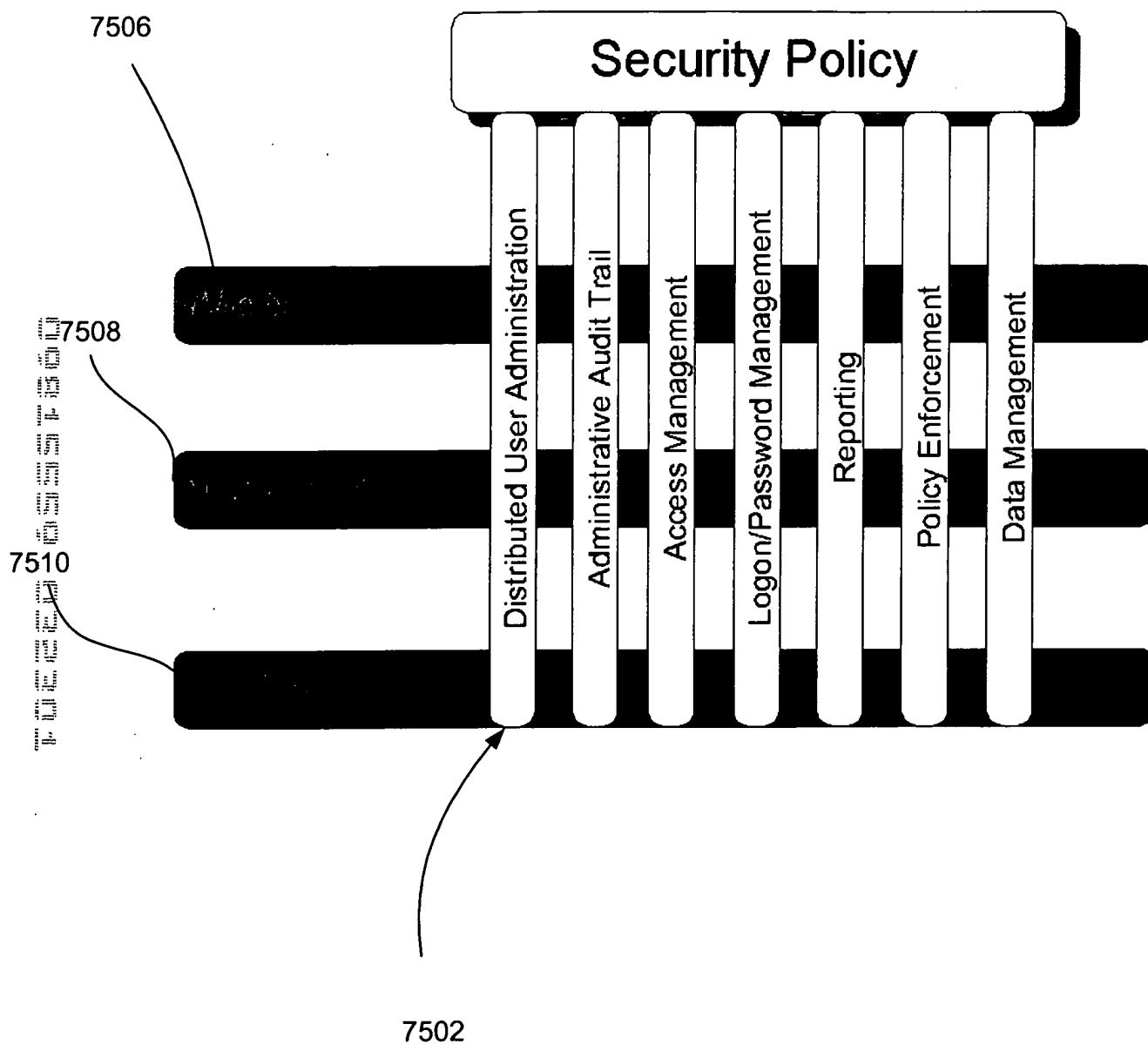


Fig. 75

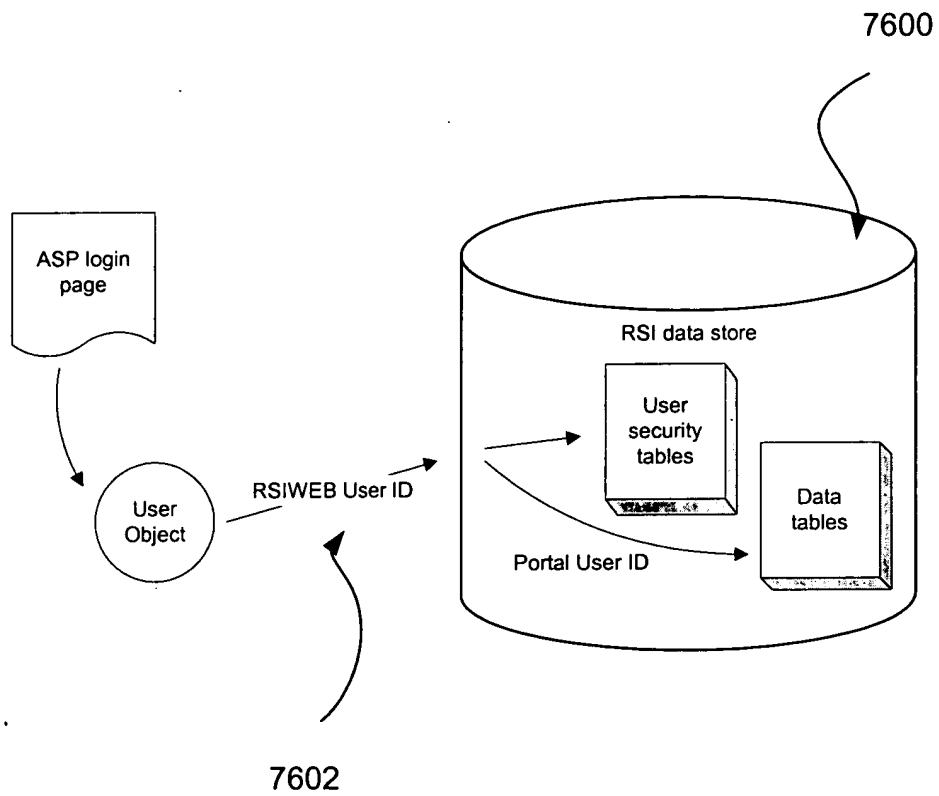


Fig. 76

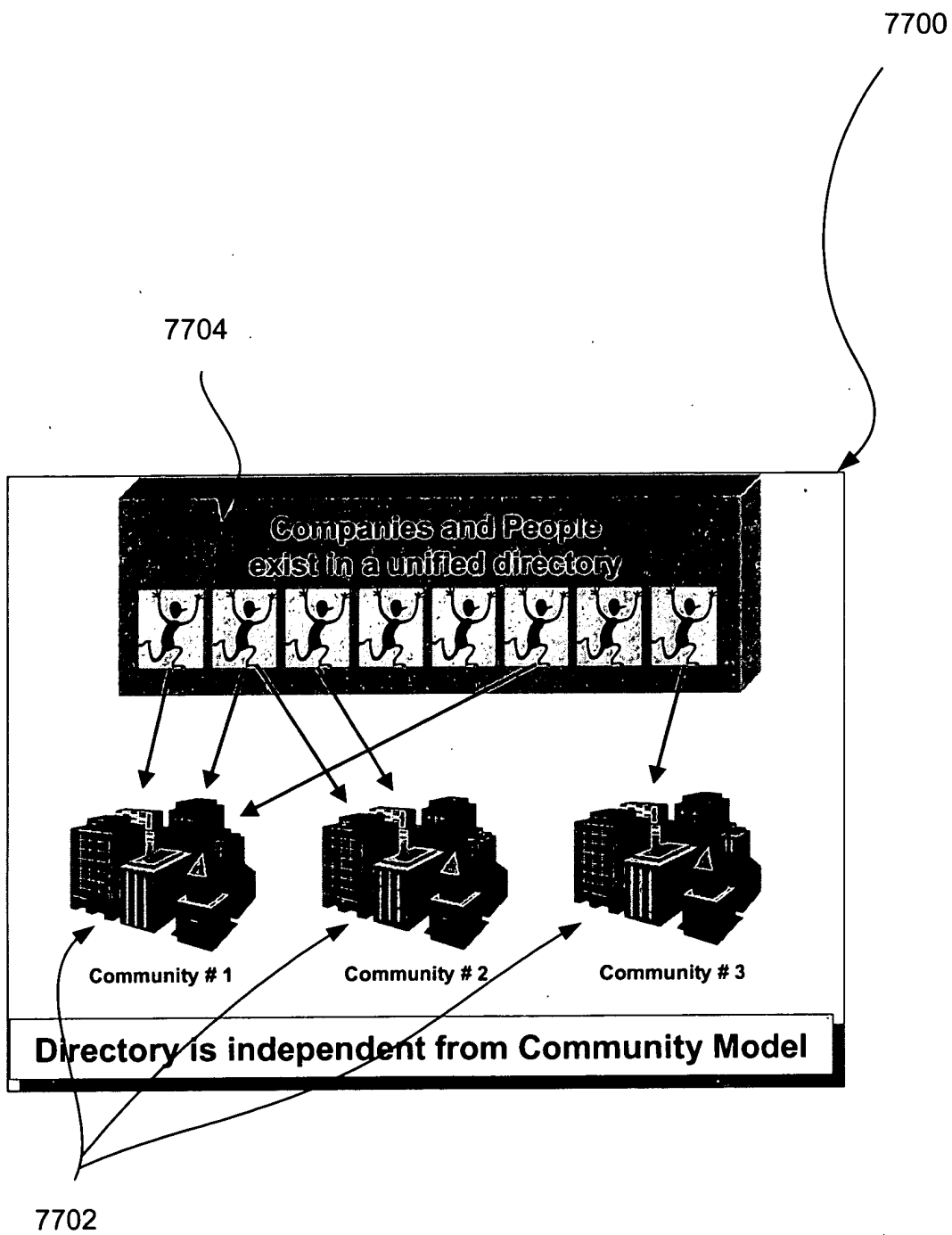


Fig. 77

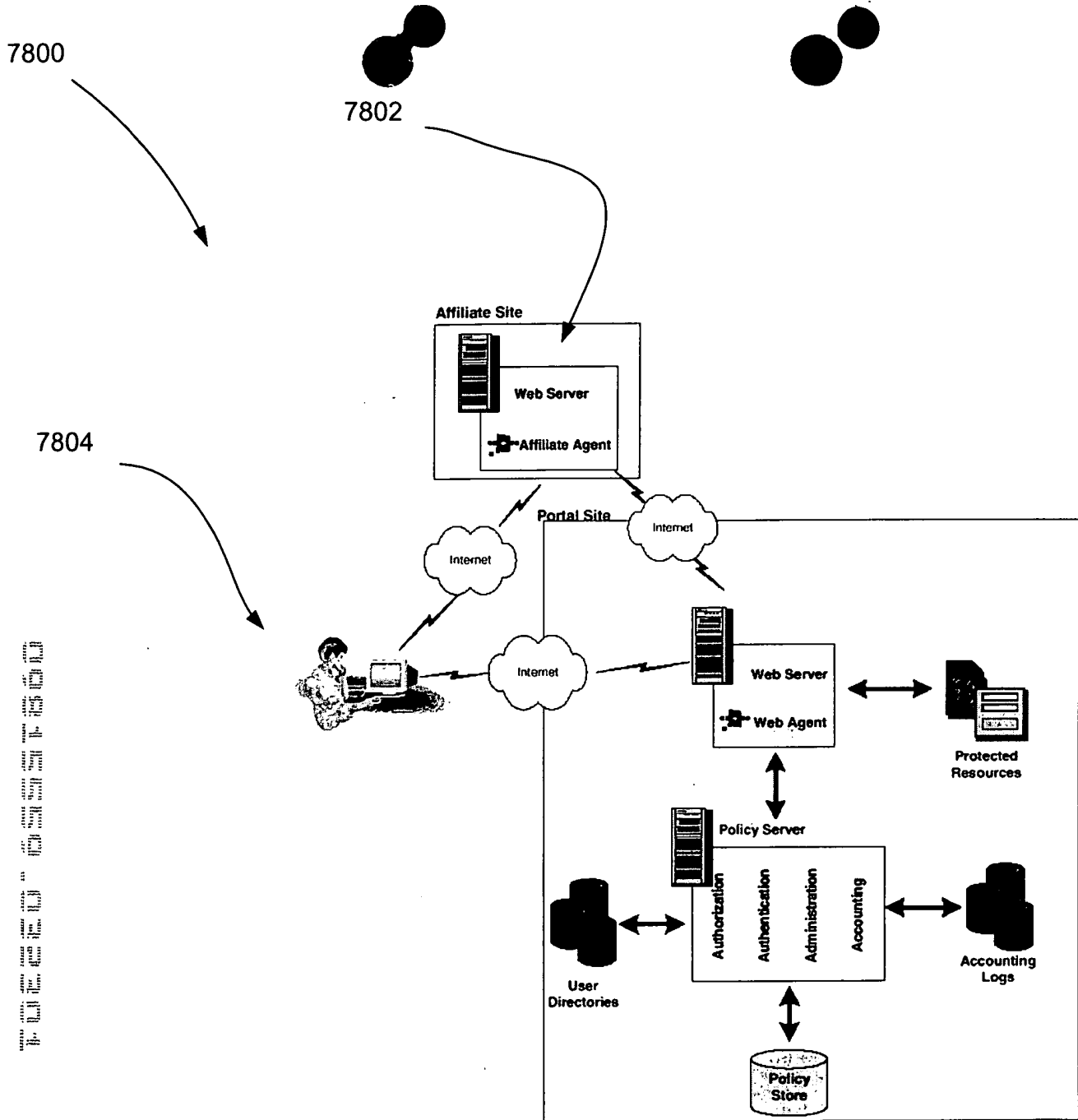


Fig. 78

7900

7902

Policy-Based Web Security Model

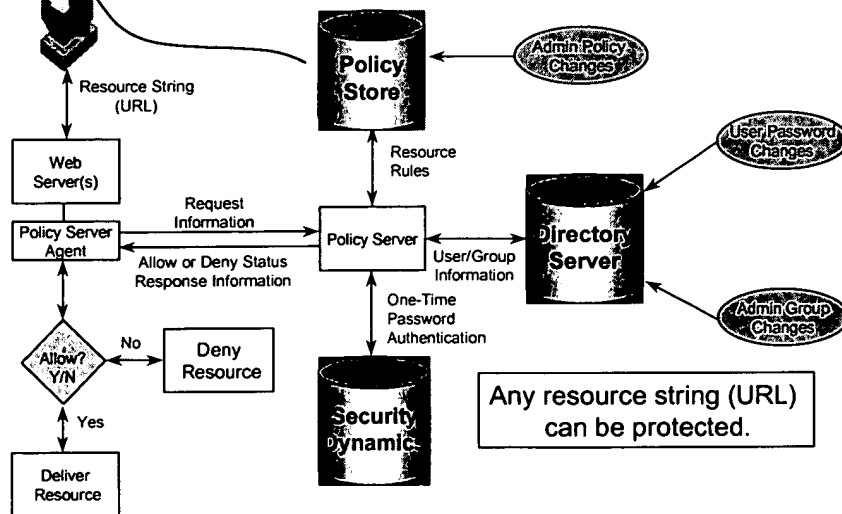


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF
THE IDENTIFIER AGAINST THE LIST

8042

FIG. 80

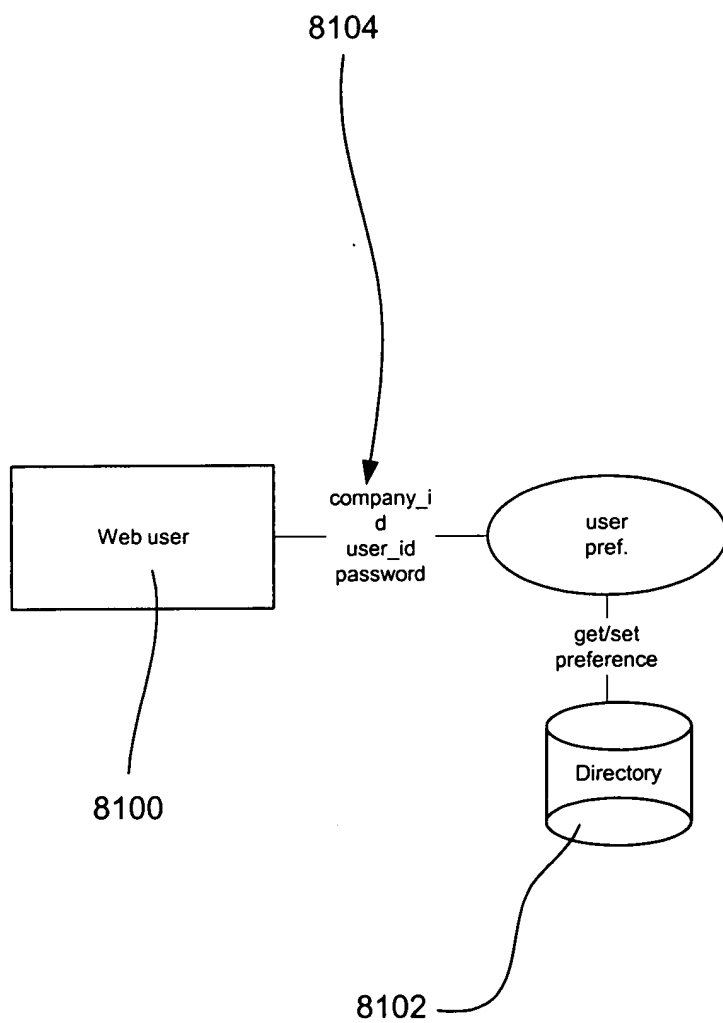


Fig. 81

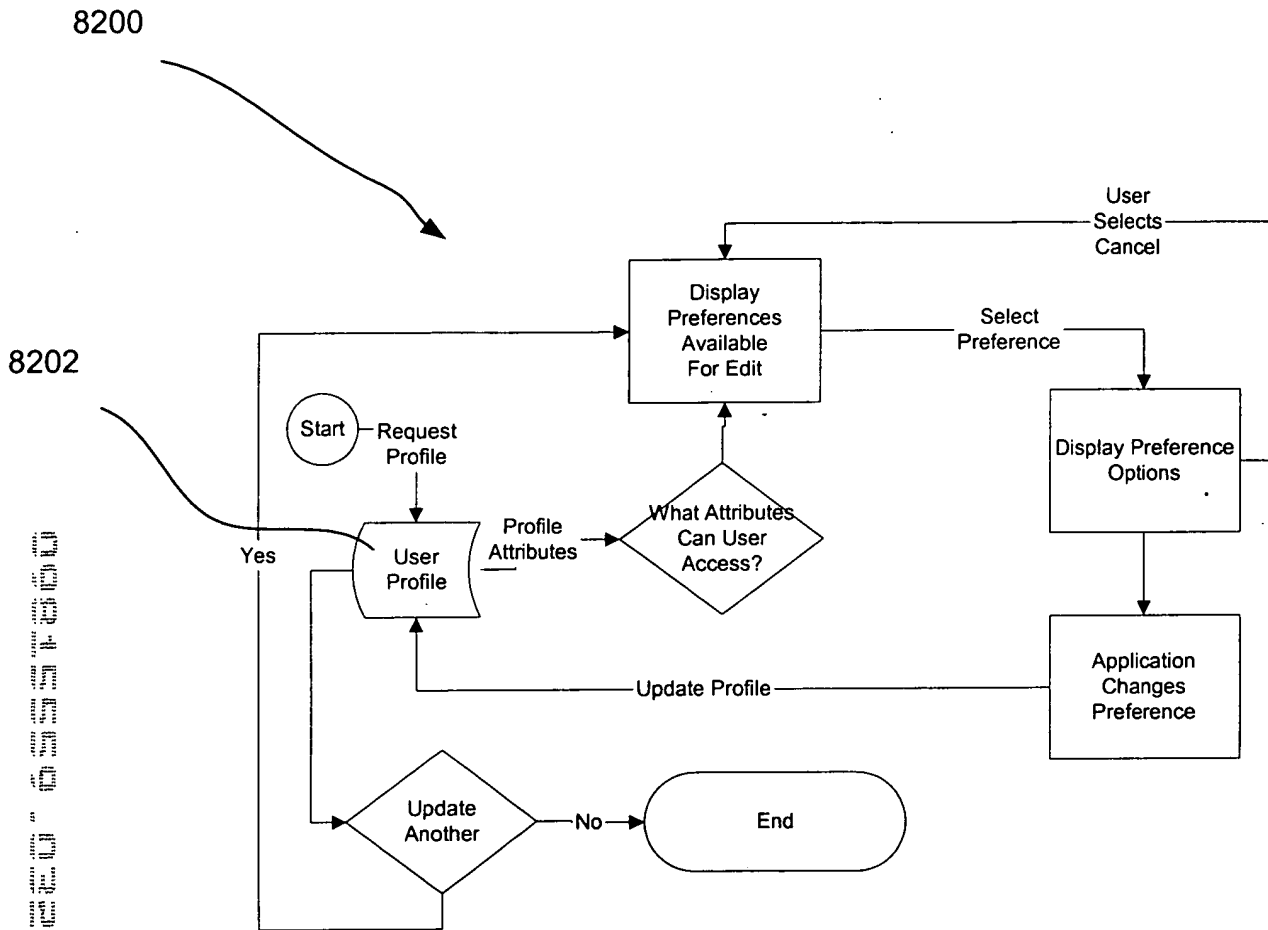


Fig. 82

8300 8302 8304 8306

8302

8304

**Domain
Privileges**

**Group
Privileges
(can include
hierarchy based)**

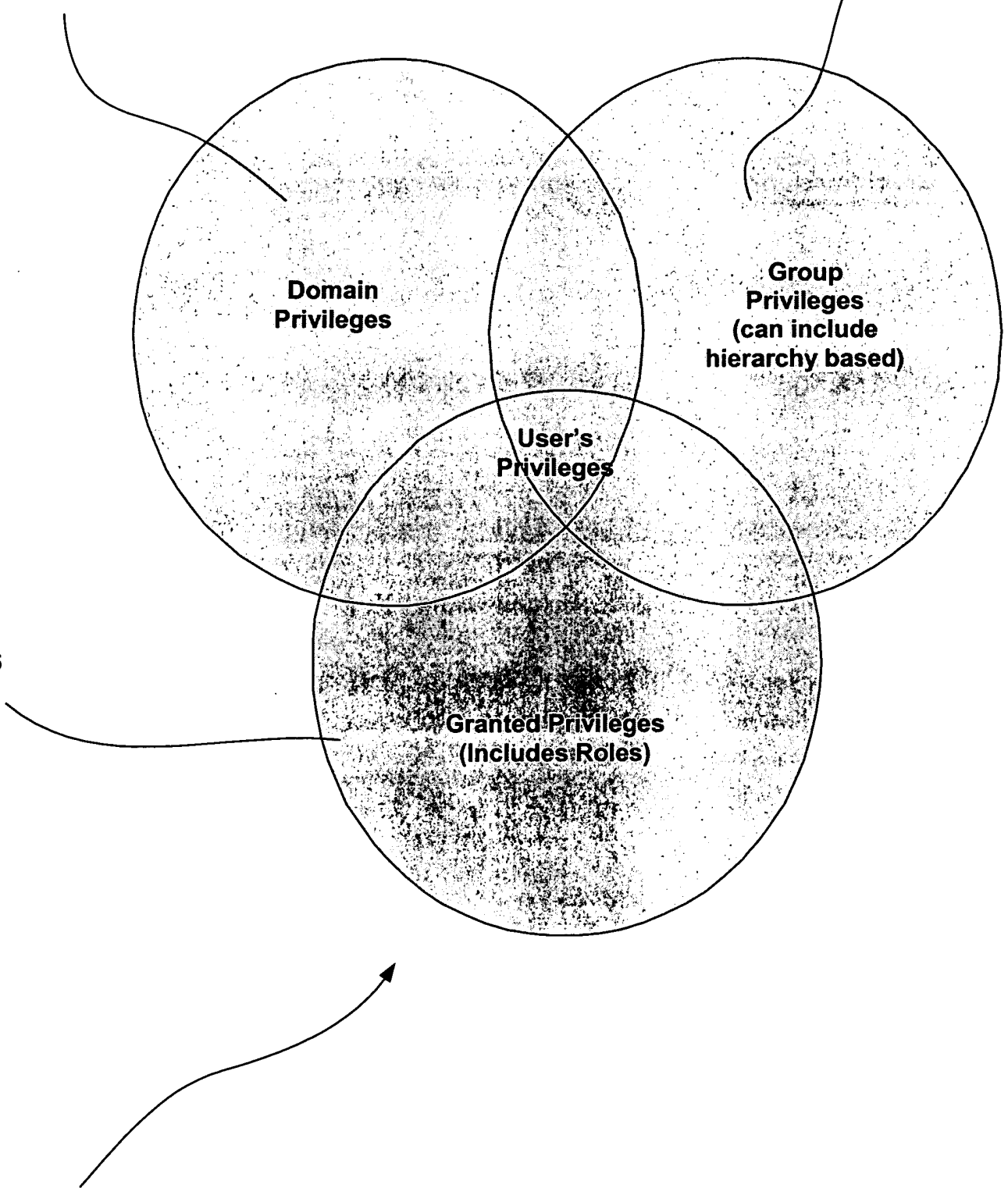
**User's
Privileges**

**Granted Privileges
(Includes Roles)**

8306

8300

Fig. 83



8404

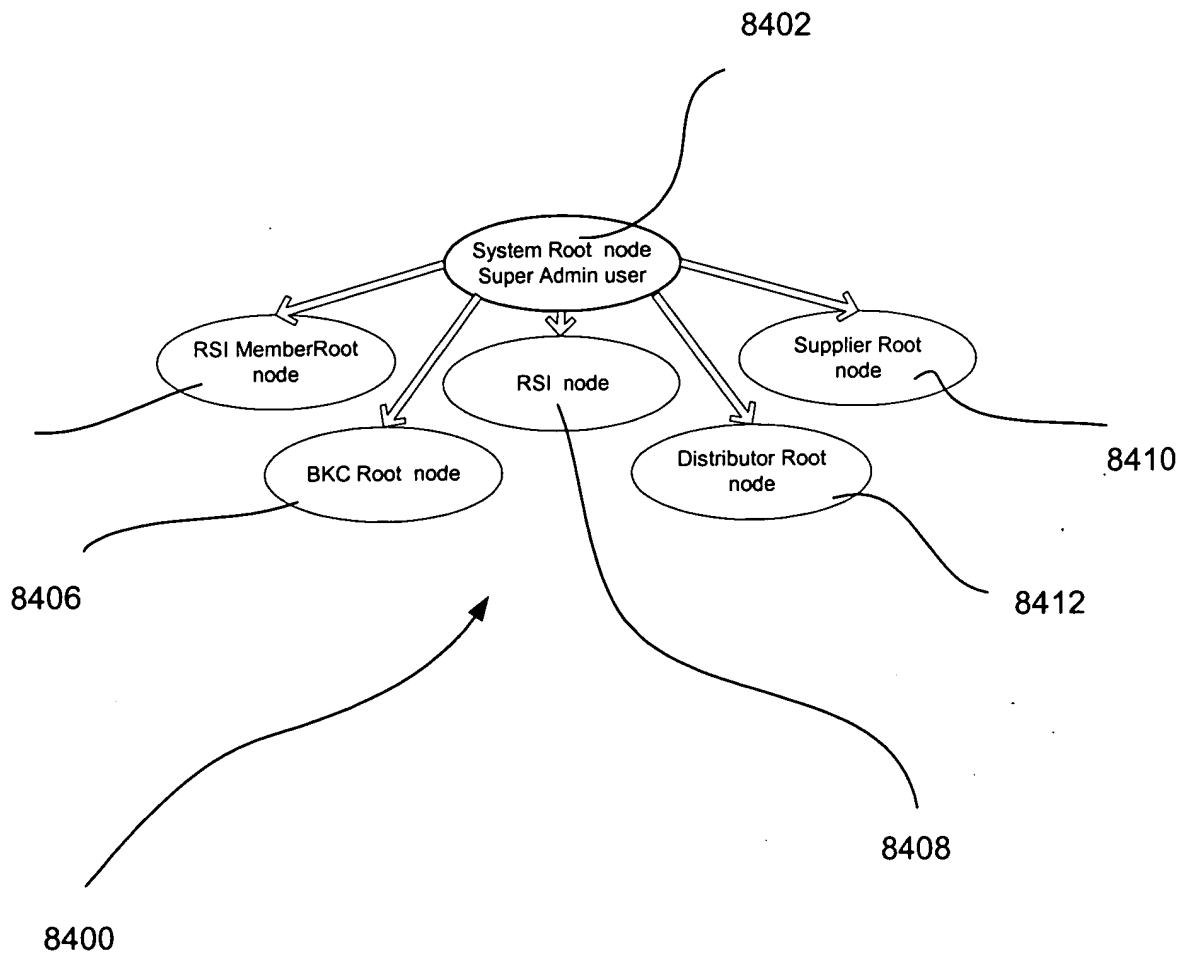


Fig. 84

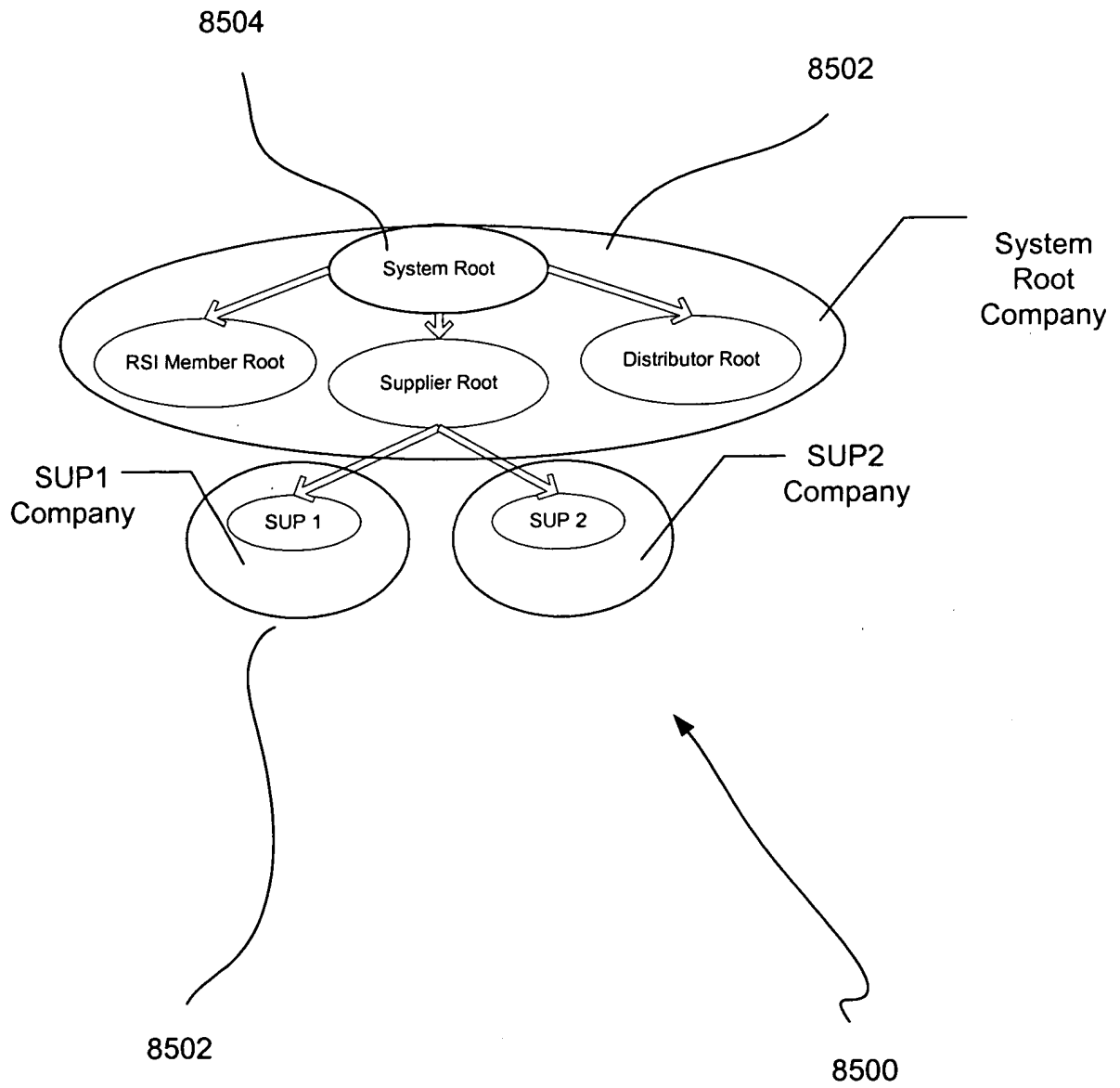


Fig. 85

8600

8602

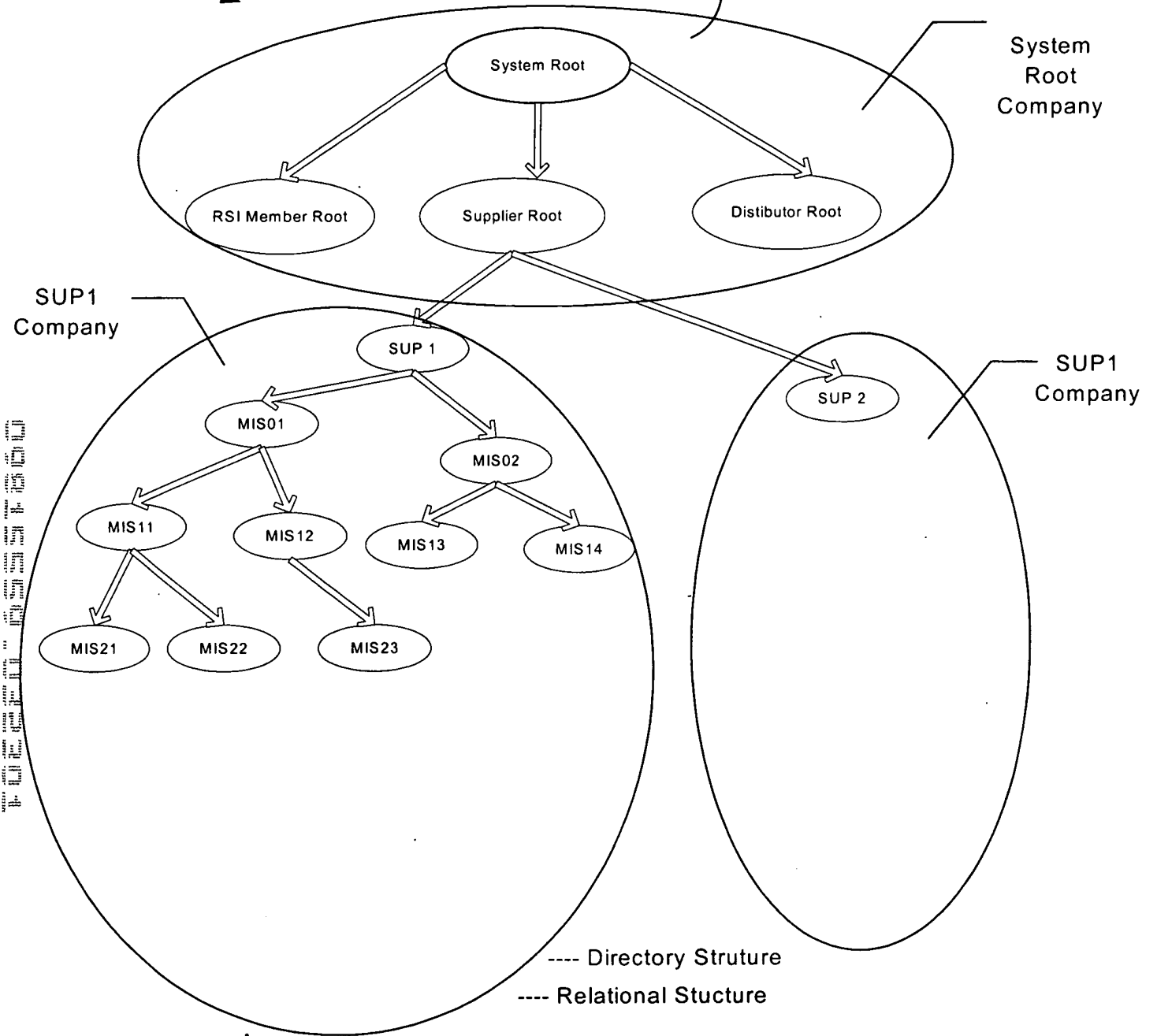


Fig. 86

Group Hierarchy Management: Data Flow

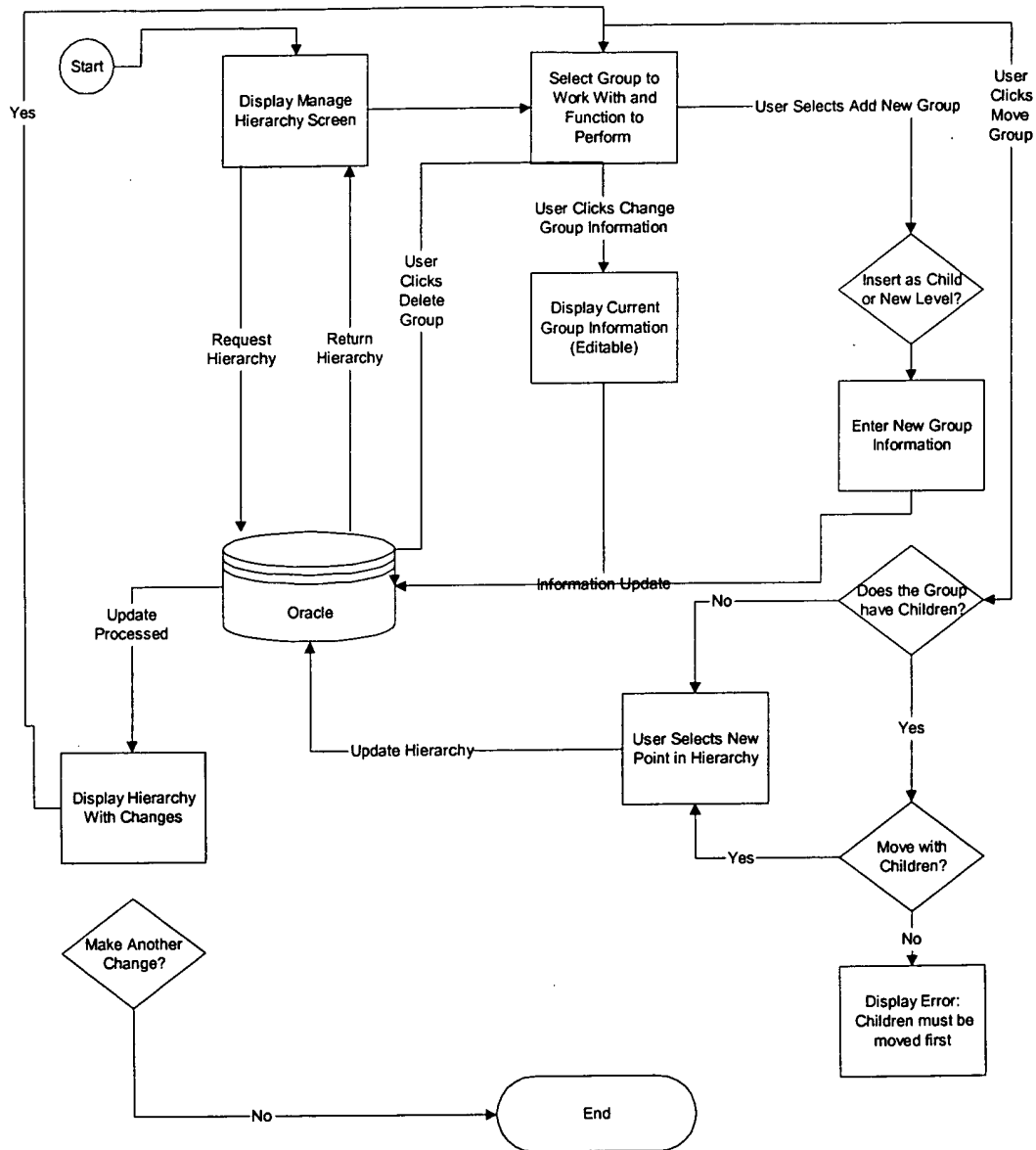


Fig. 87

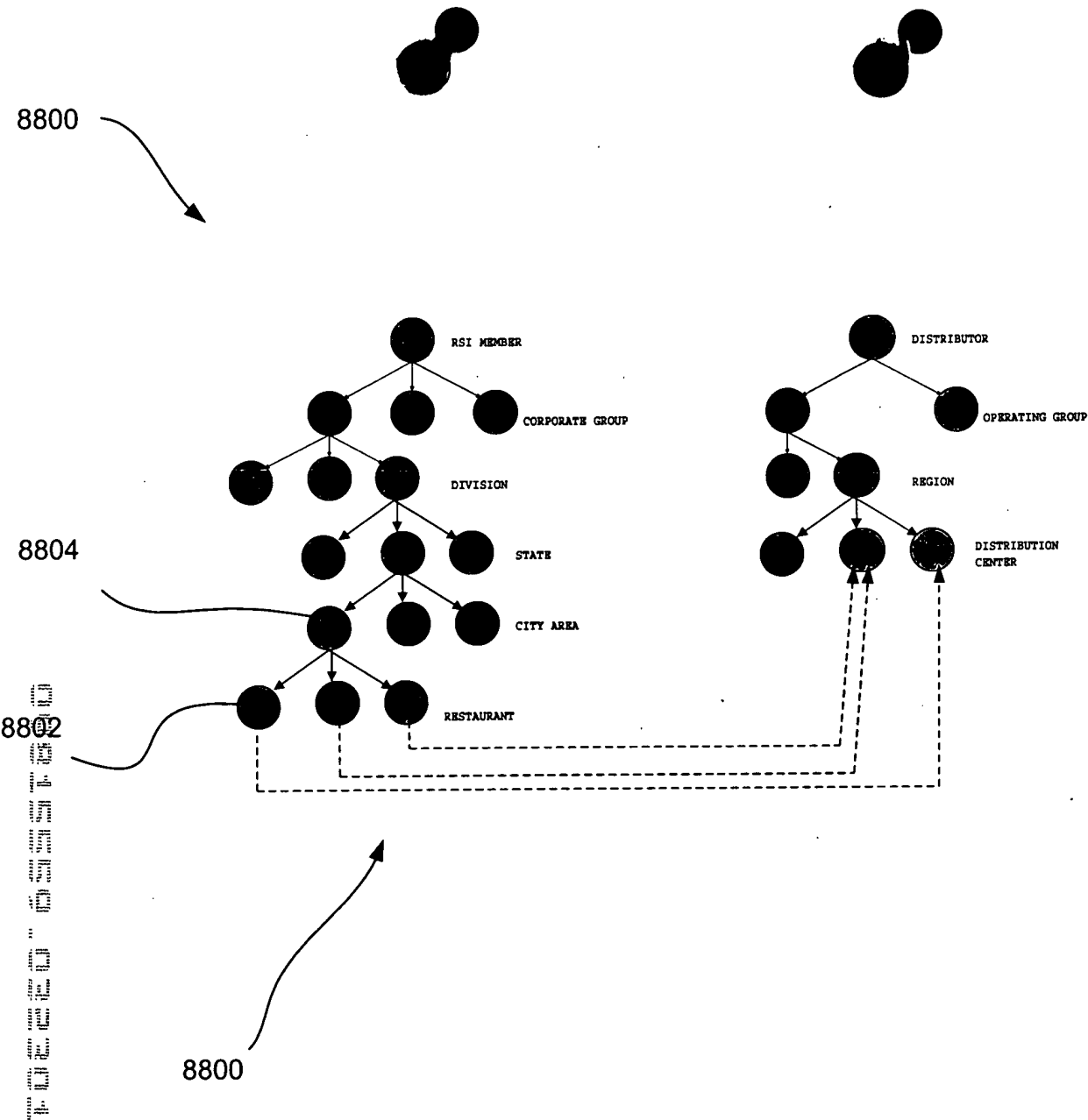


Fig. 88

8902

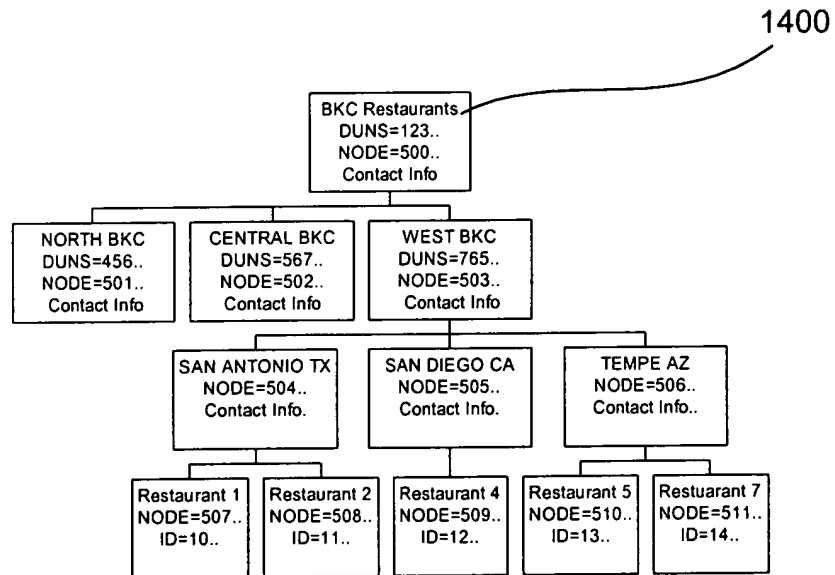


Fig. 89

9000

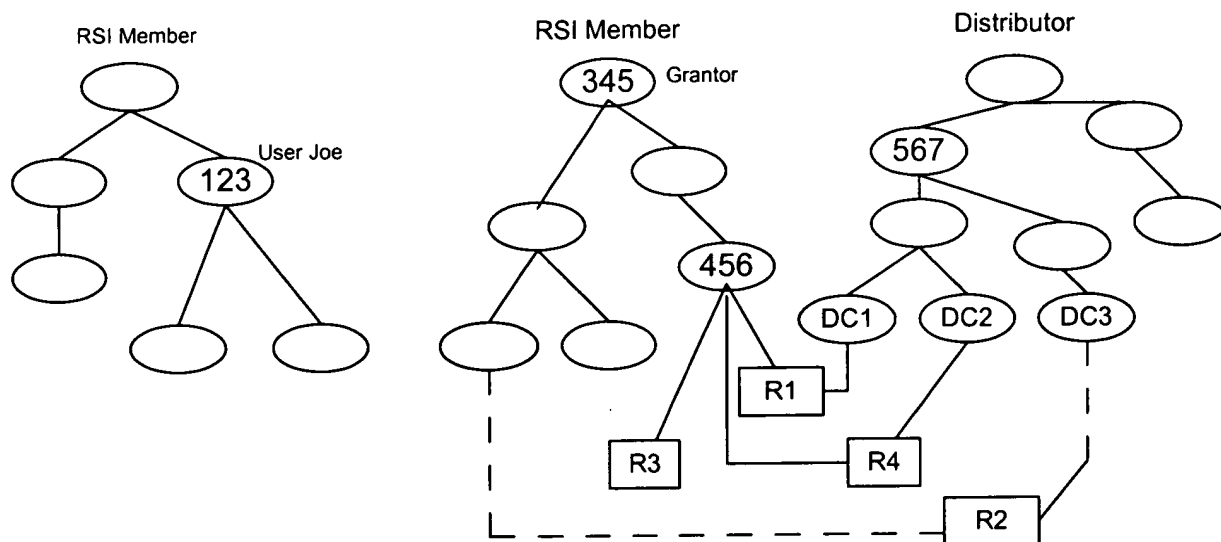


FIG. 90

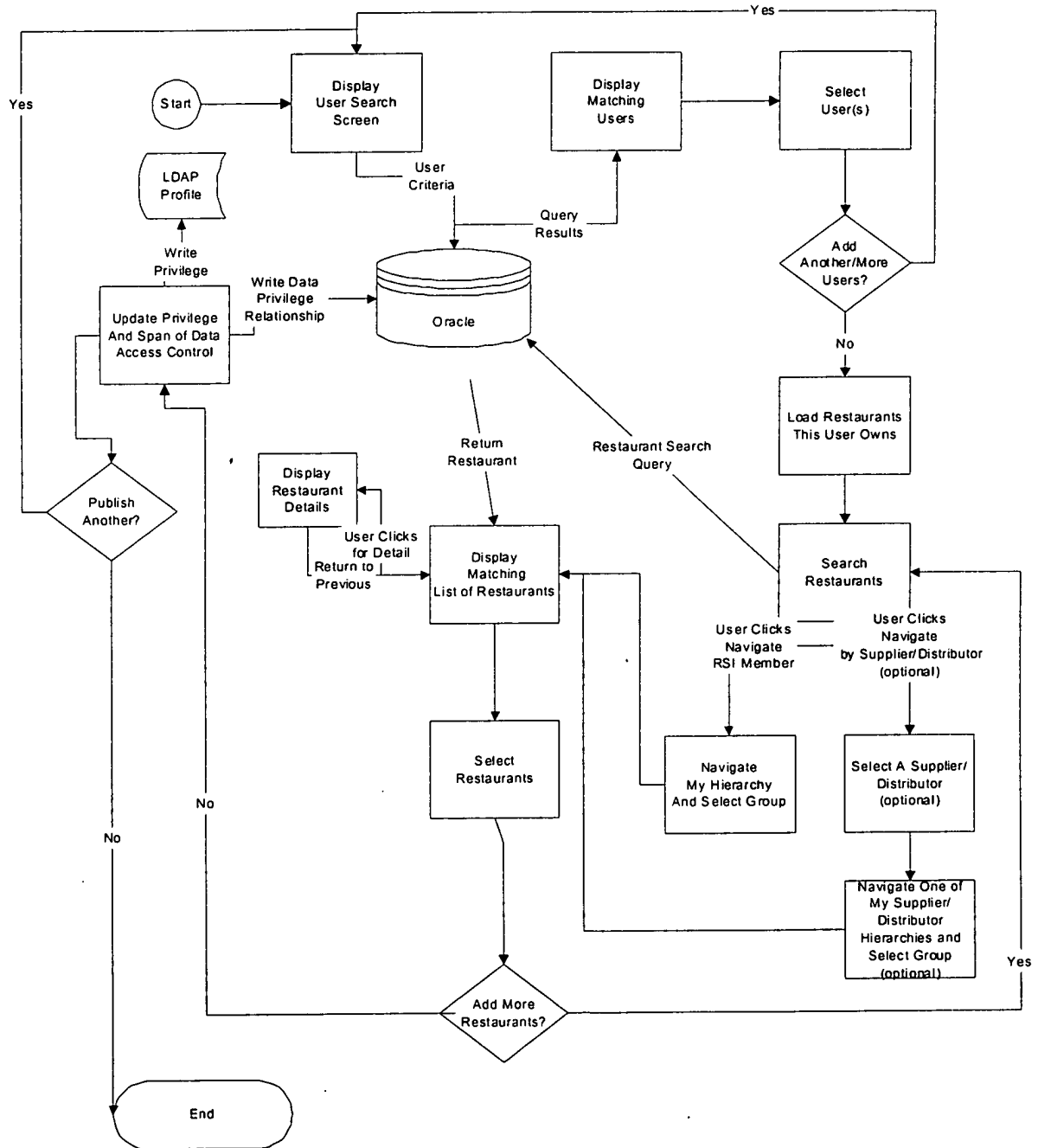


Fig. 91

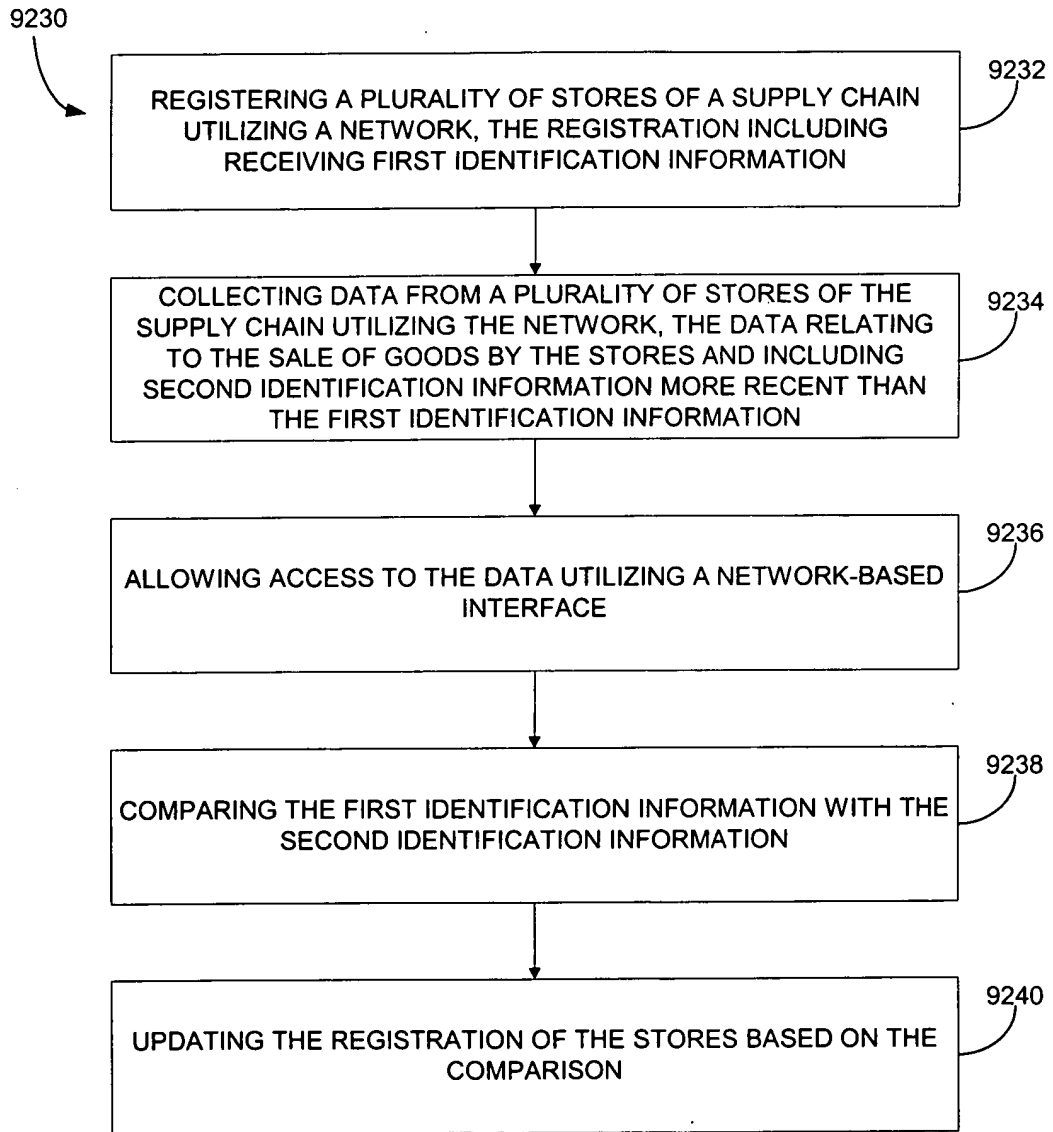


FIG. 92

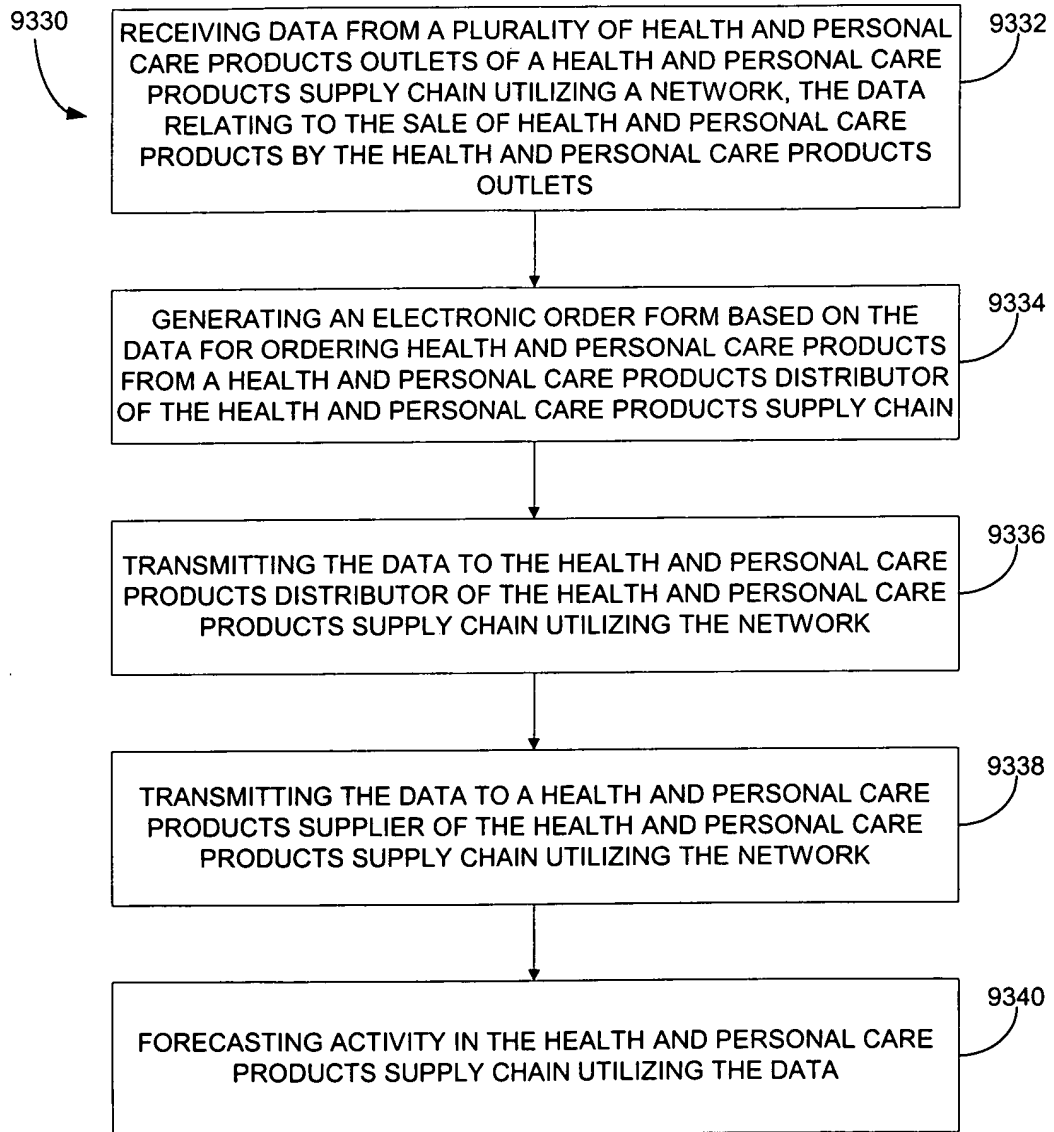


FIG. 93

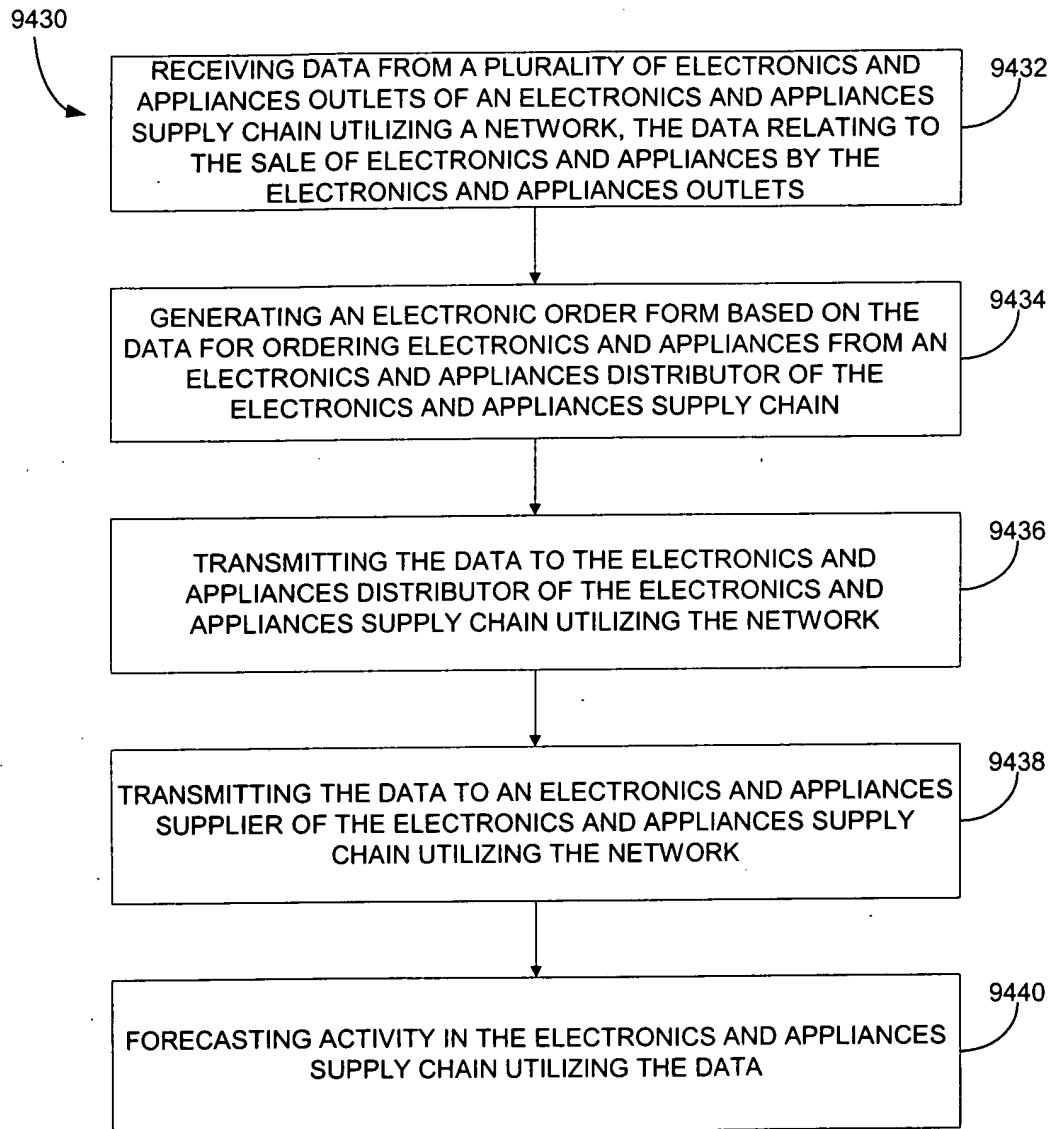


FIG. 94

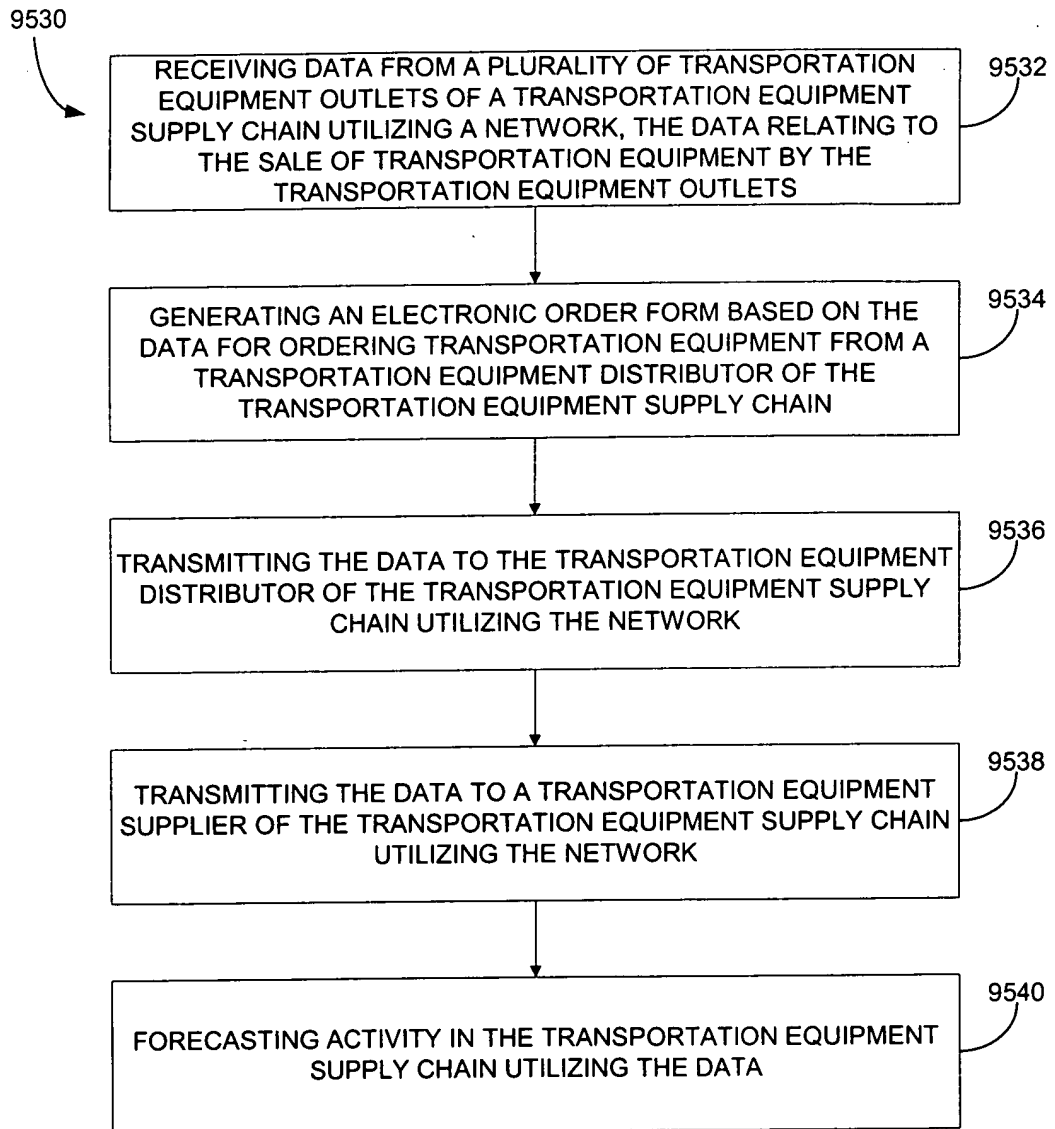


FIG. 95

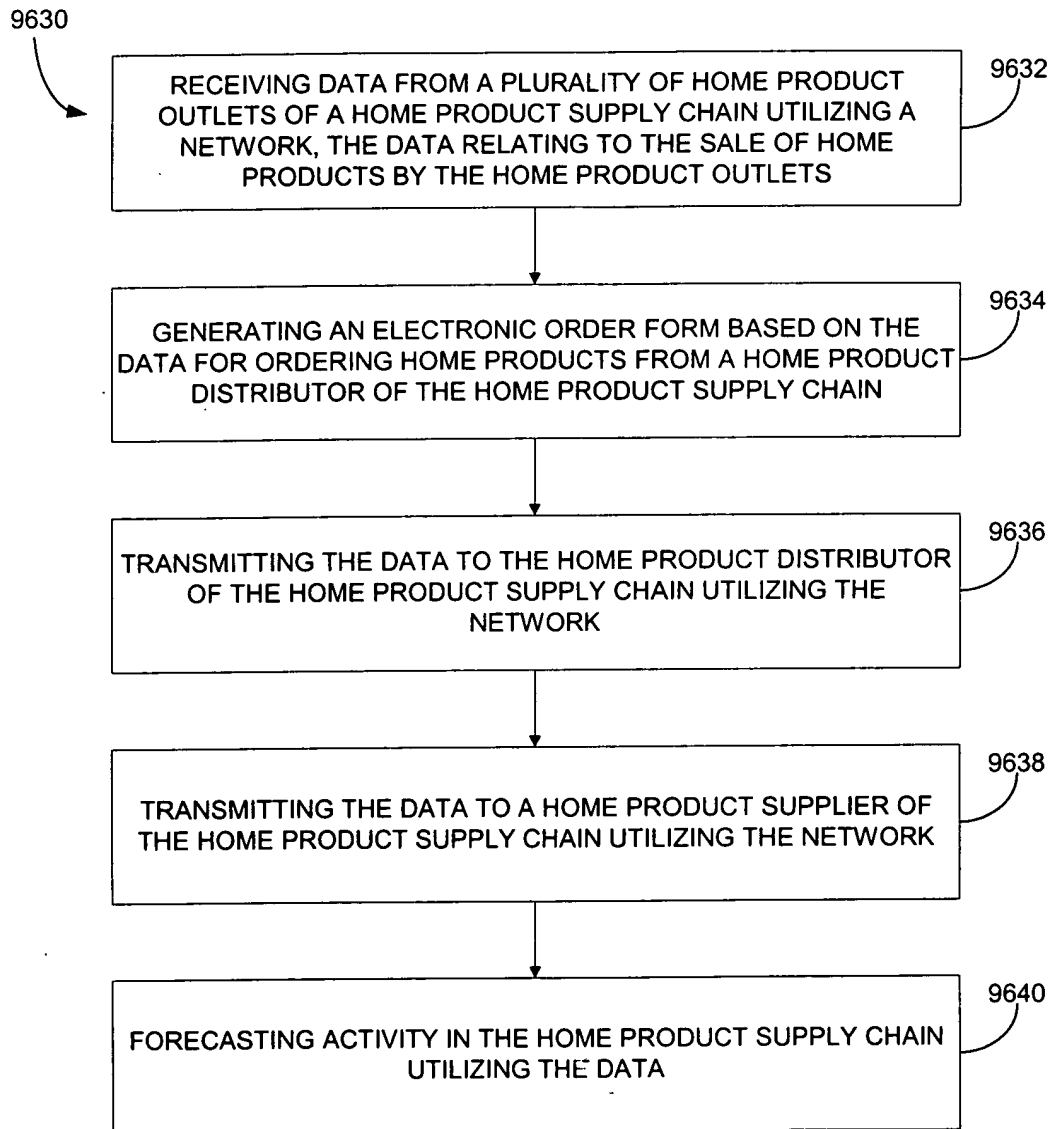


FIG. 96

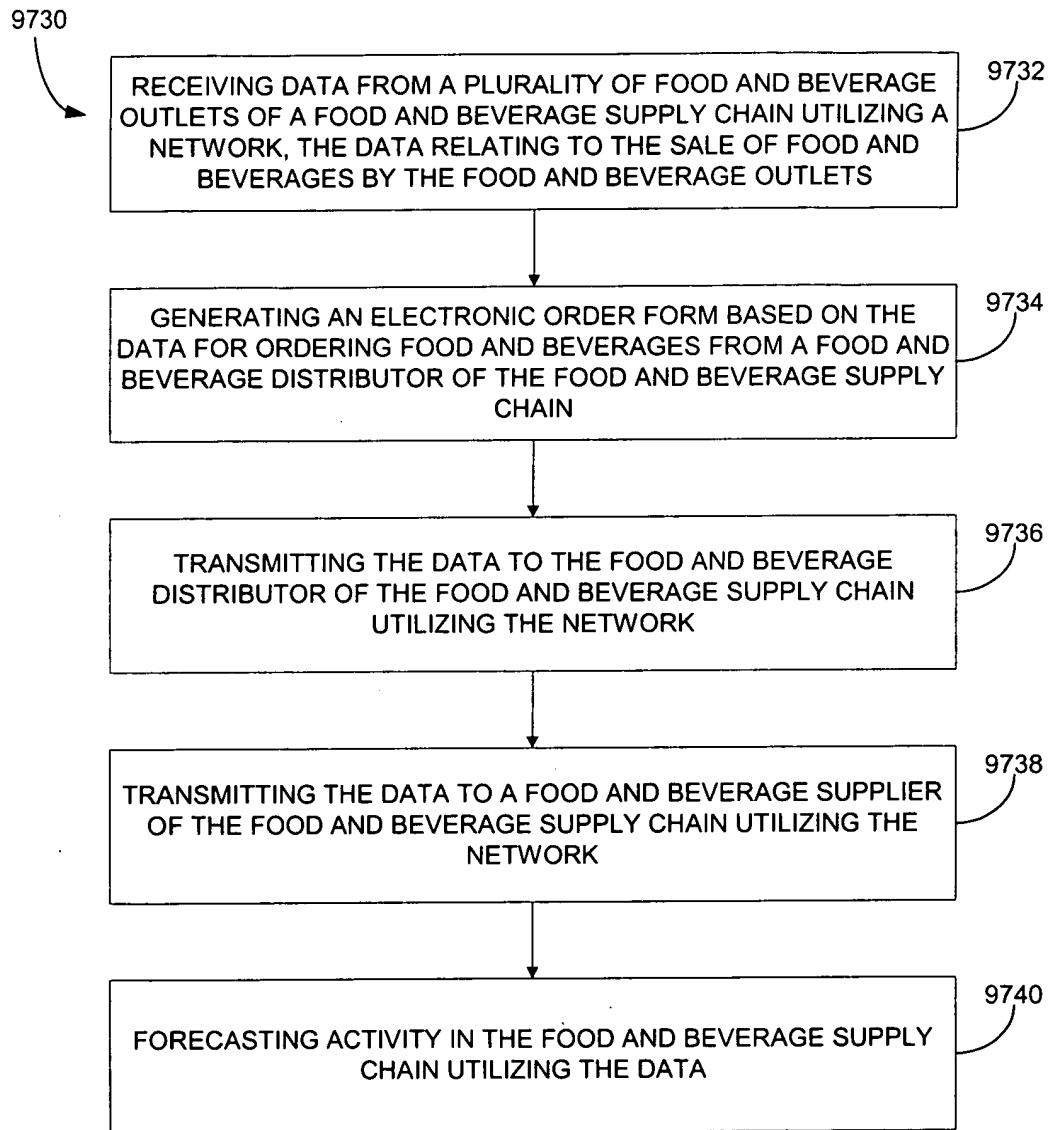


FIG. 97

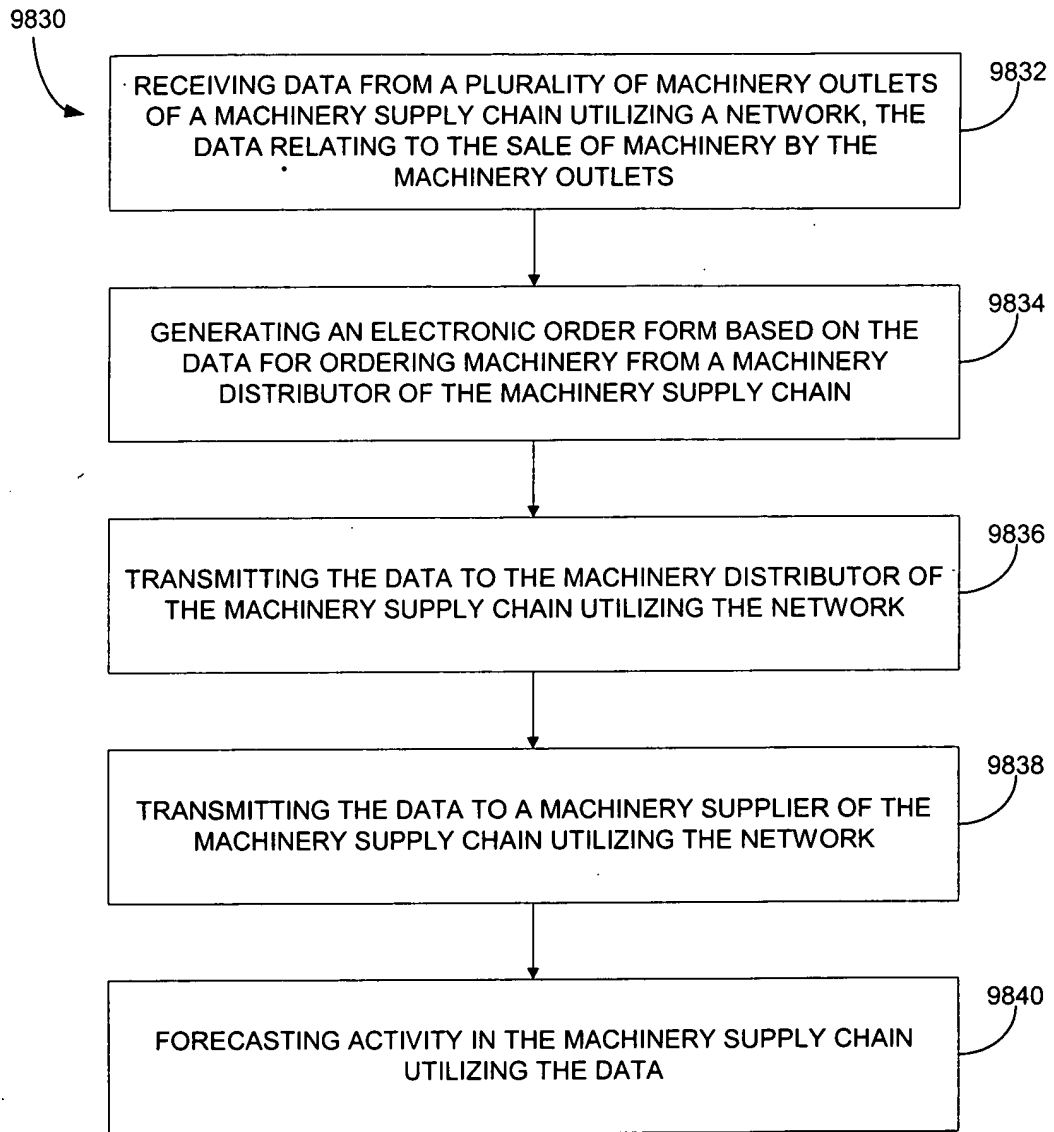


FIG. 98

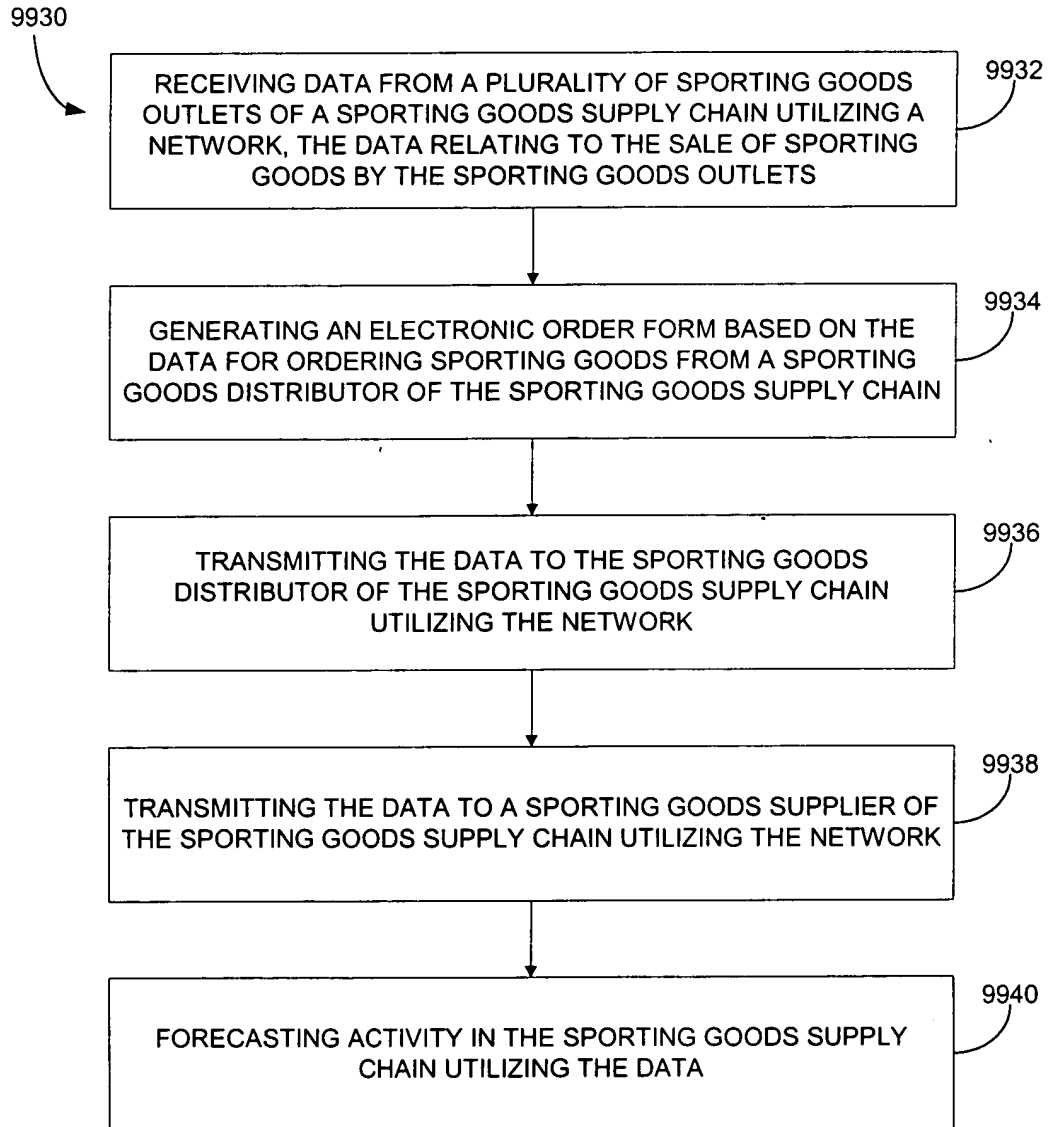


FIG. 99

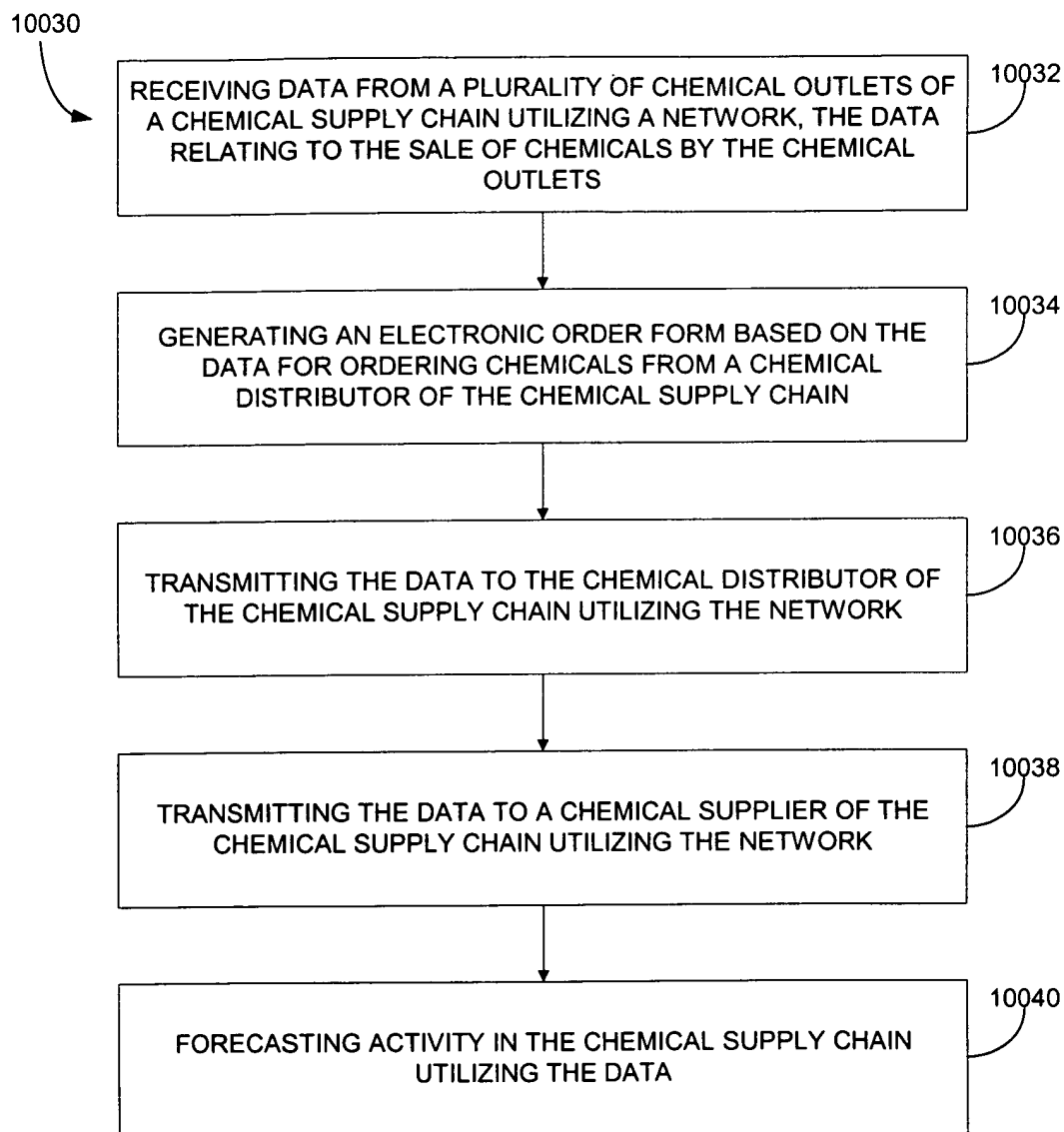


FIG. 100

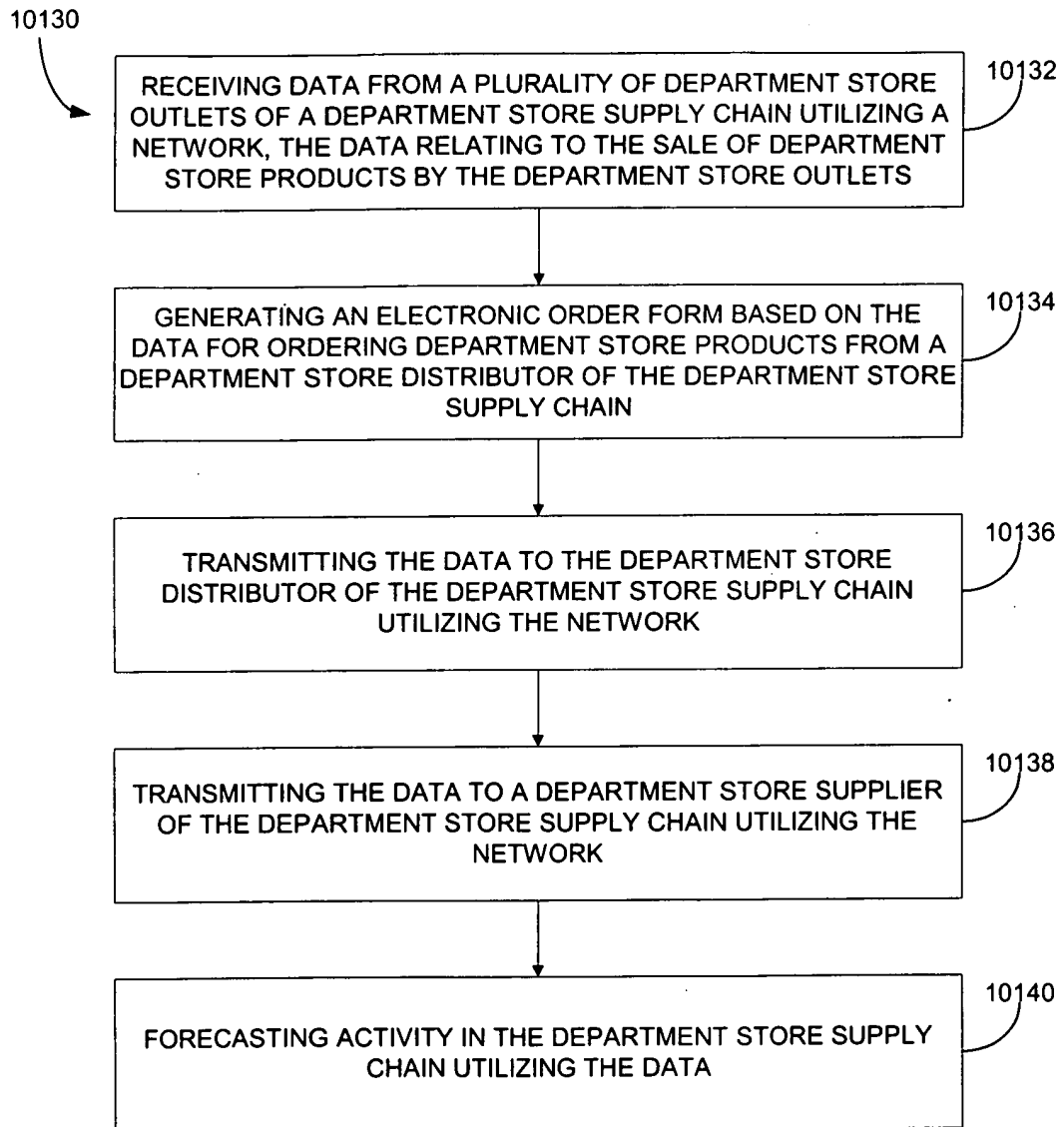


FIG. 101

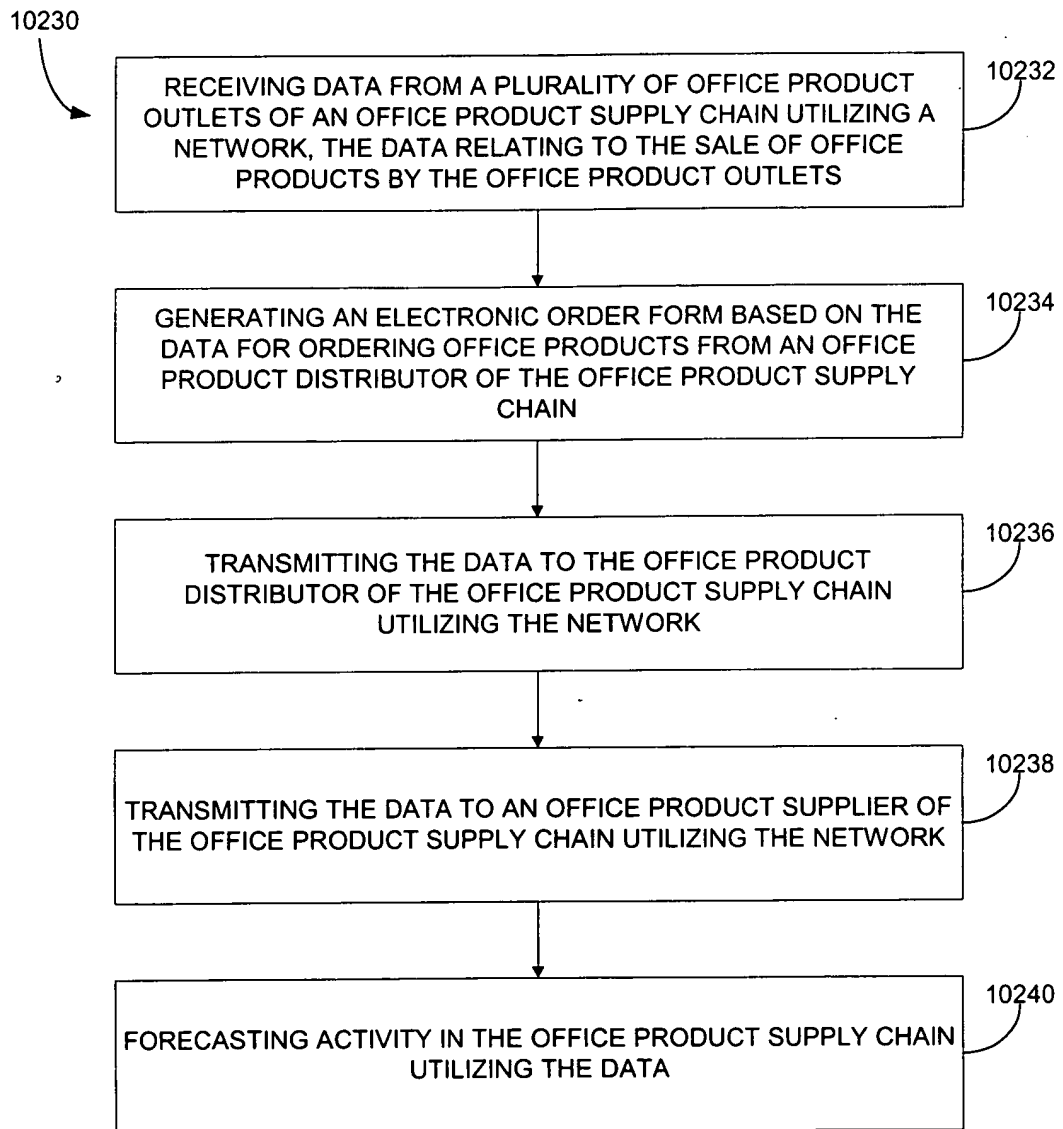


FIG. 102A

10260

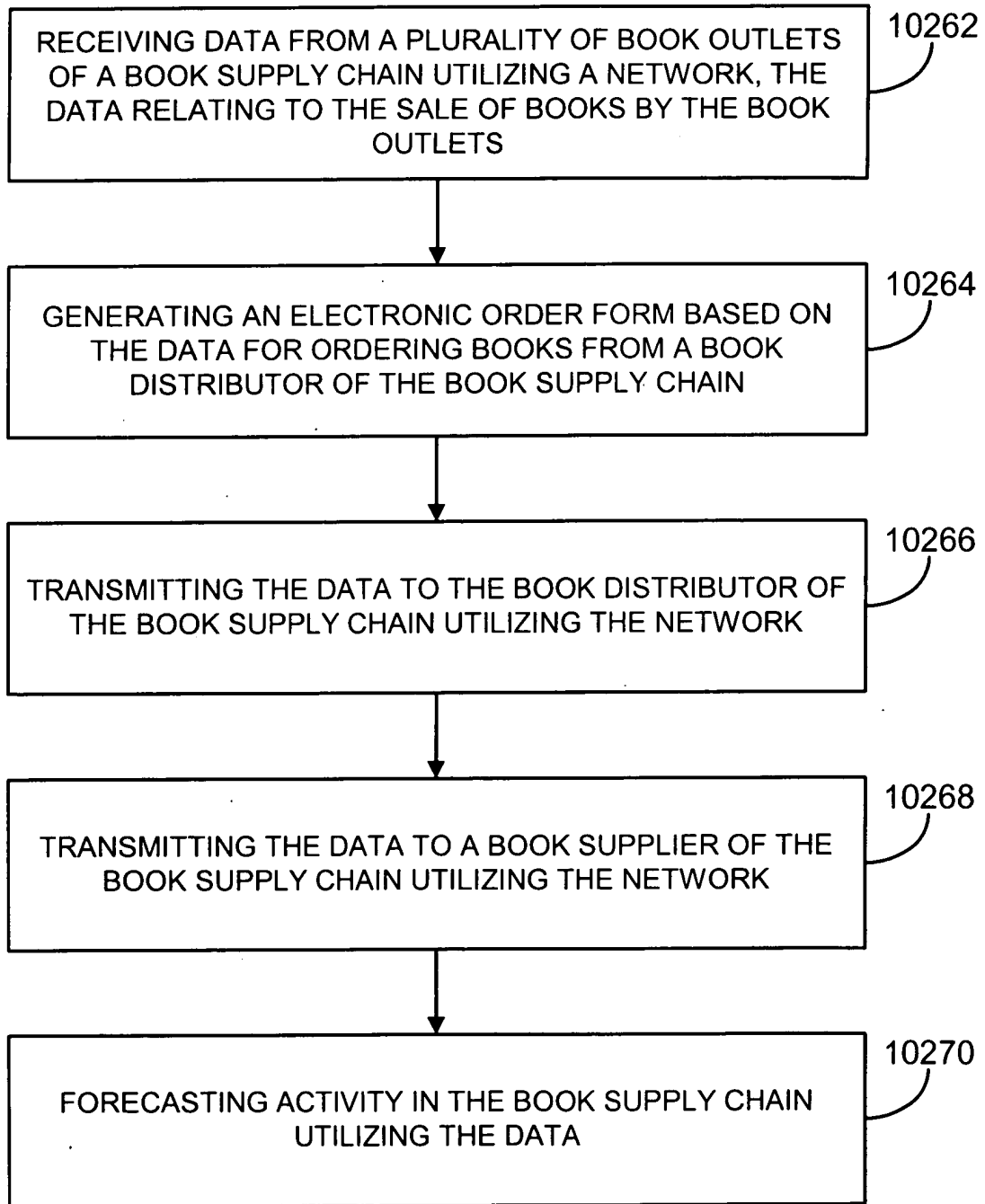


FIG. 102B

FIG. 103

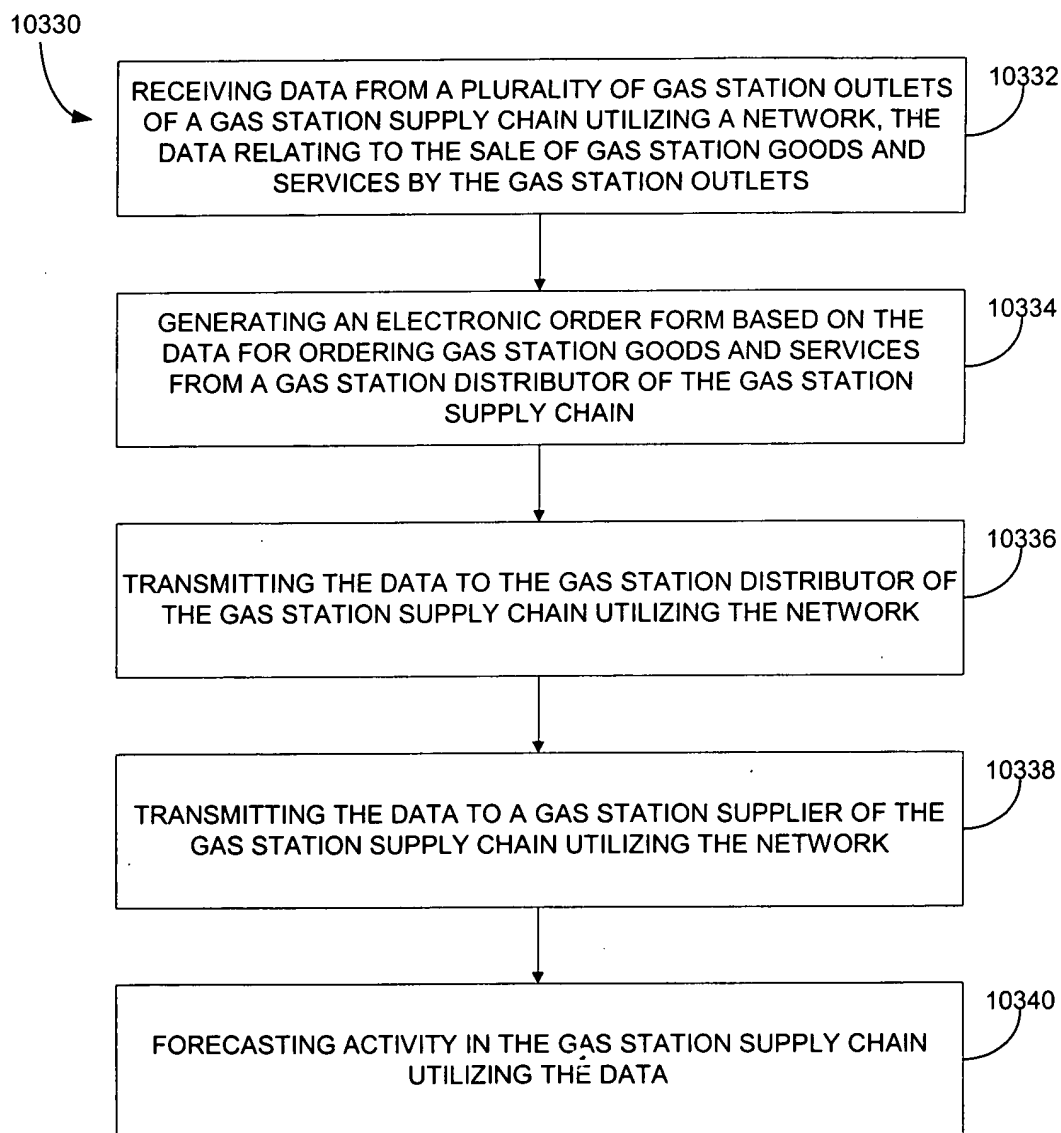


FIG. 103

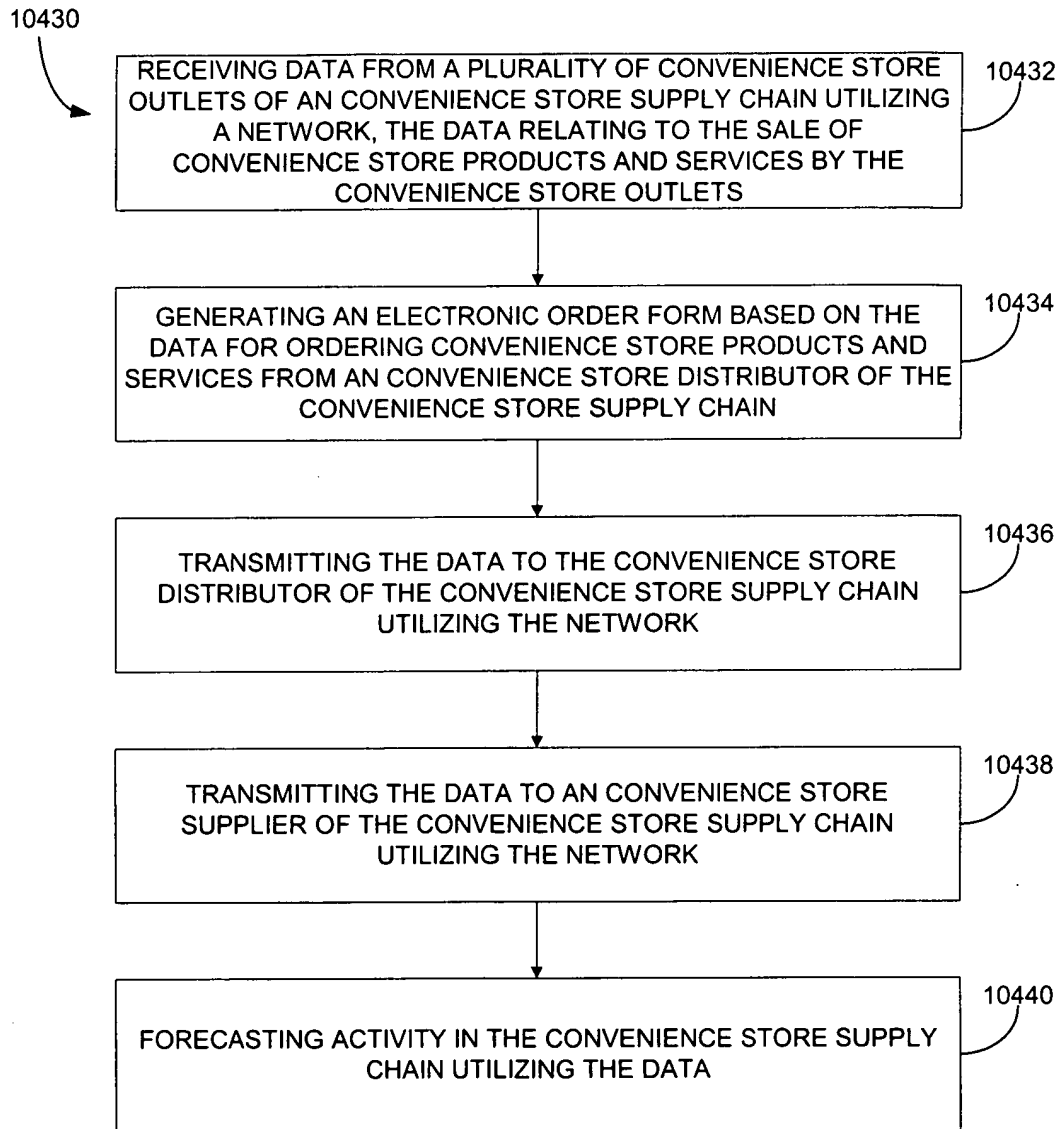


FIG. 104A

10460

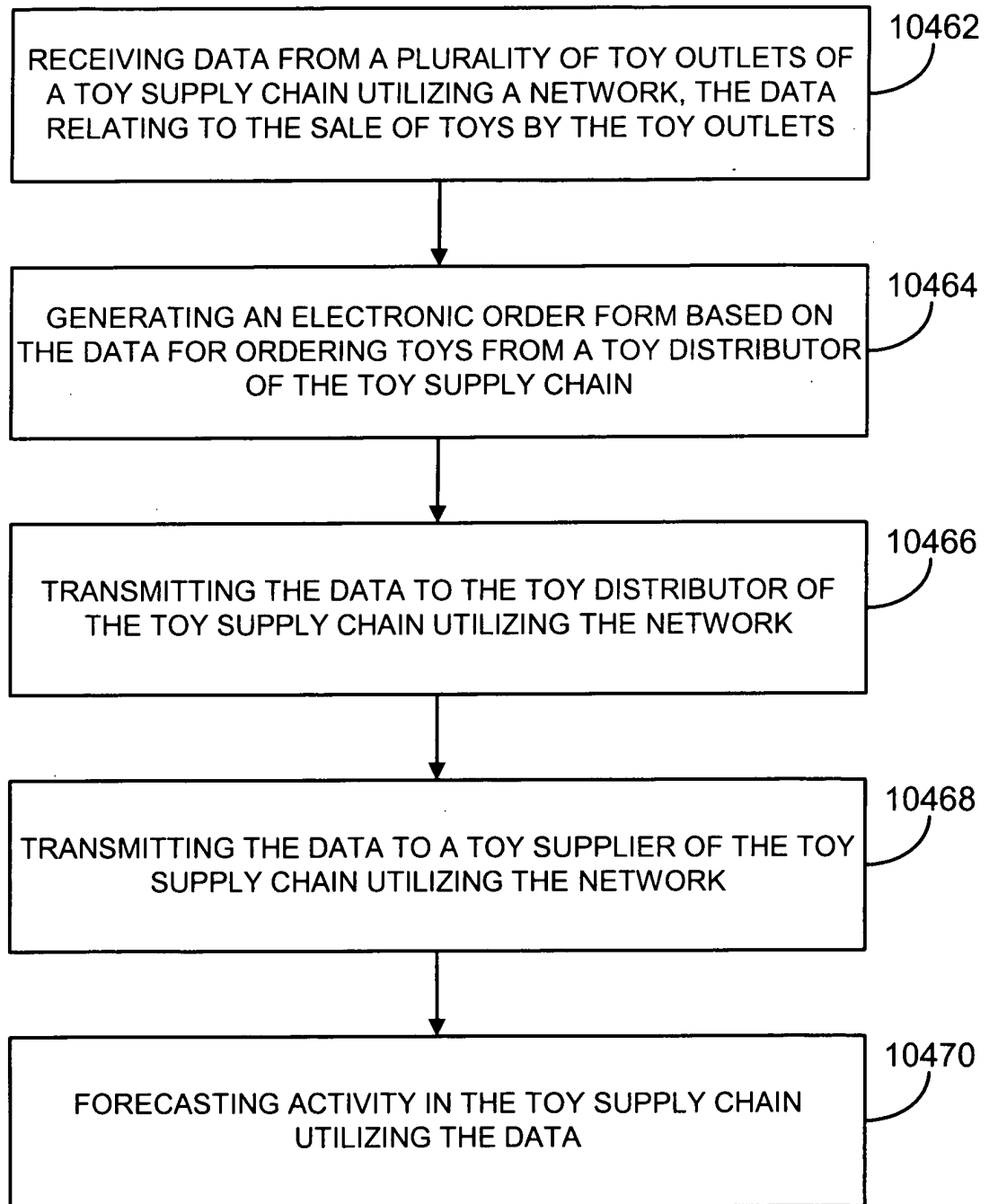


FIG. 104B

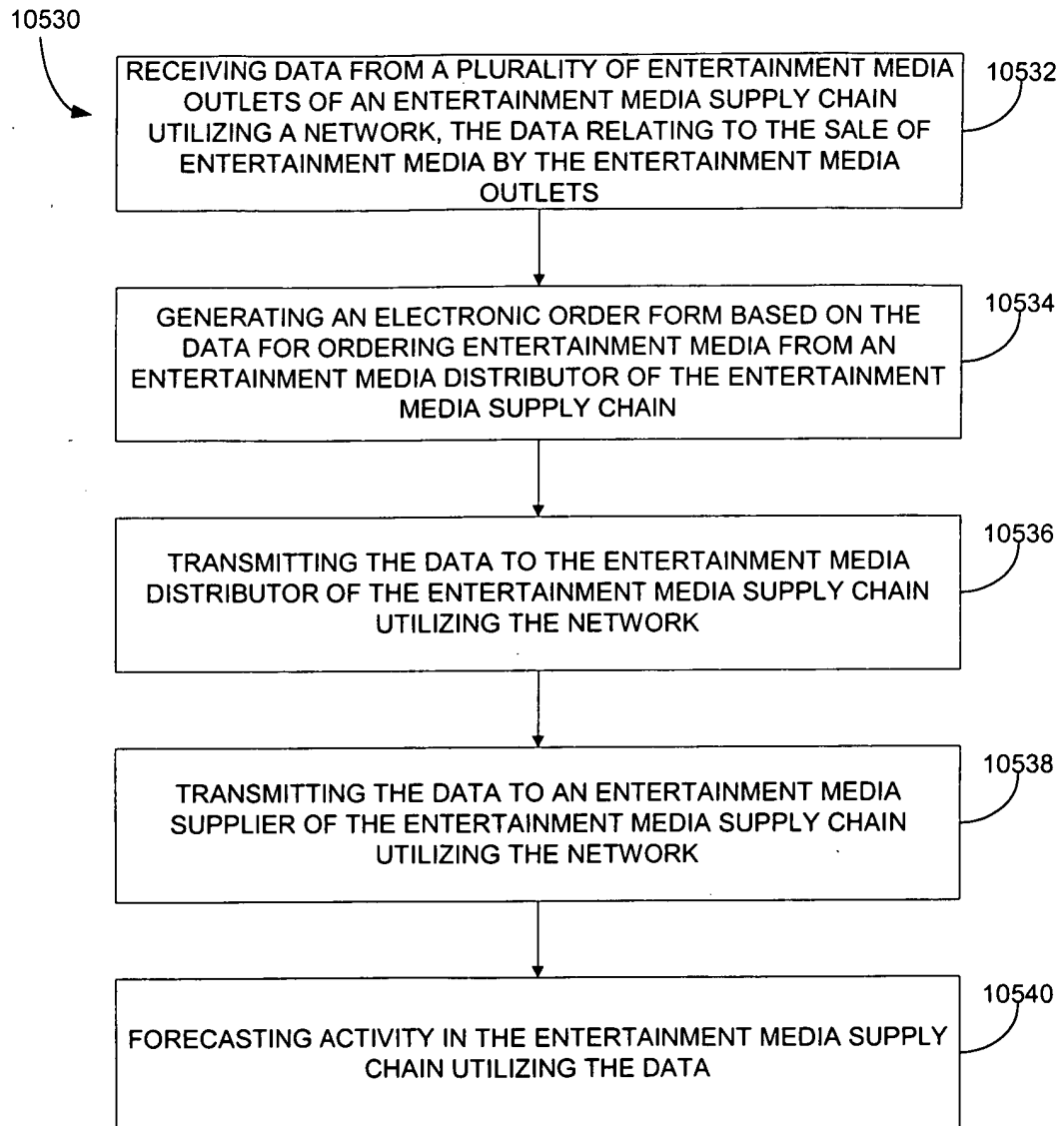


FIG. 105

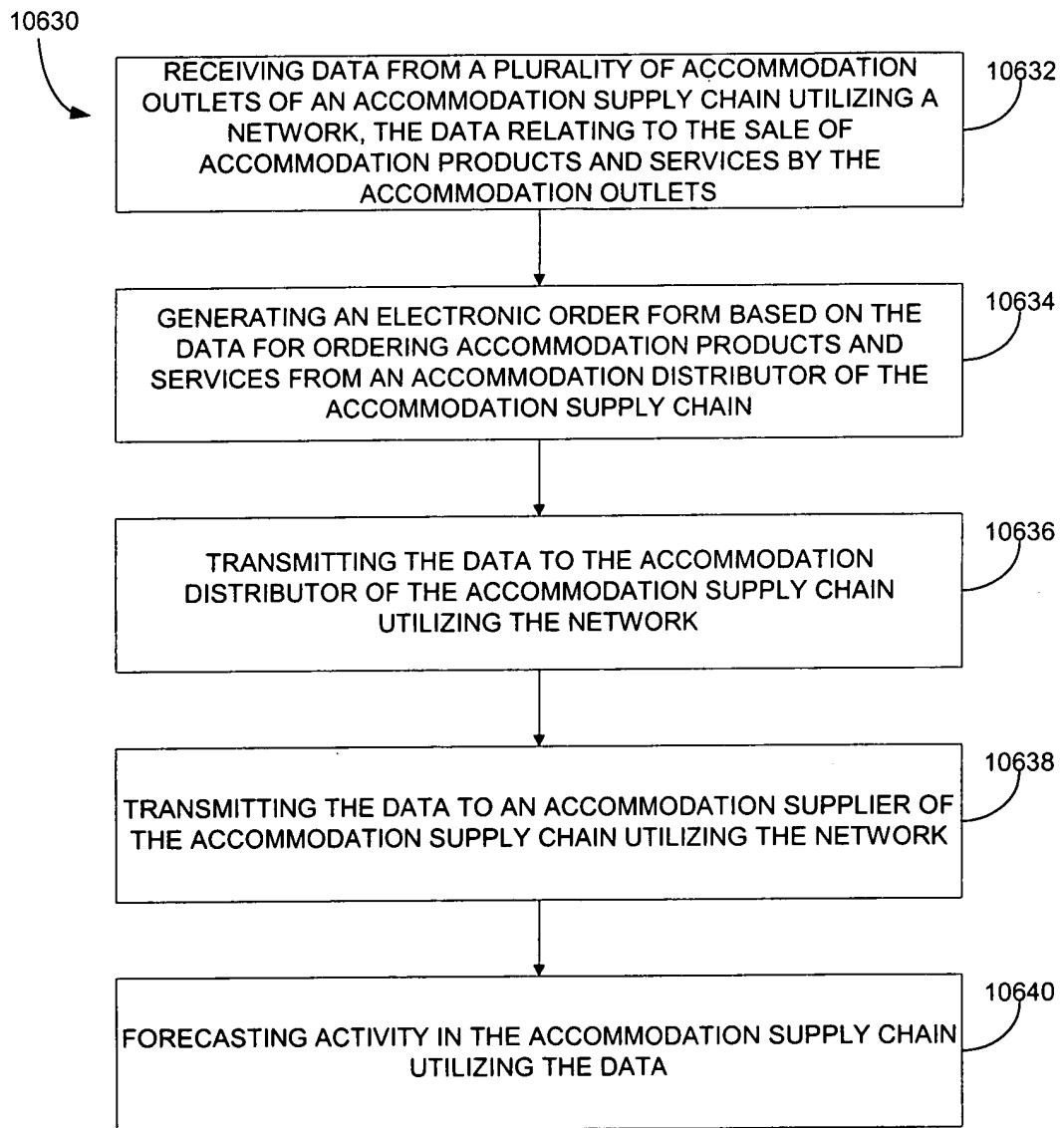


FIG. 106

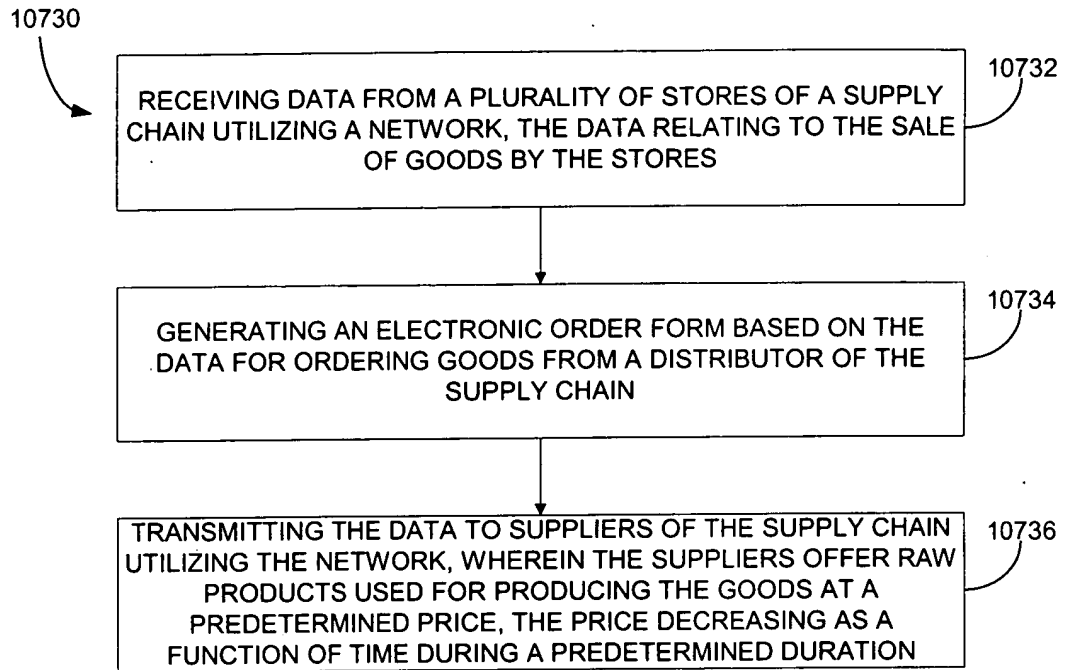


FIG. 107

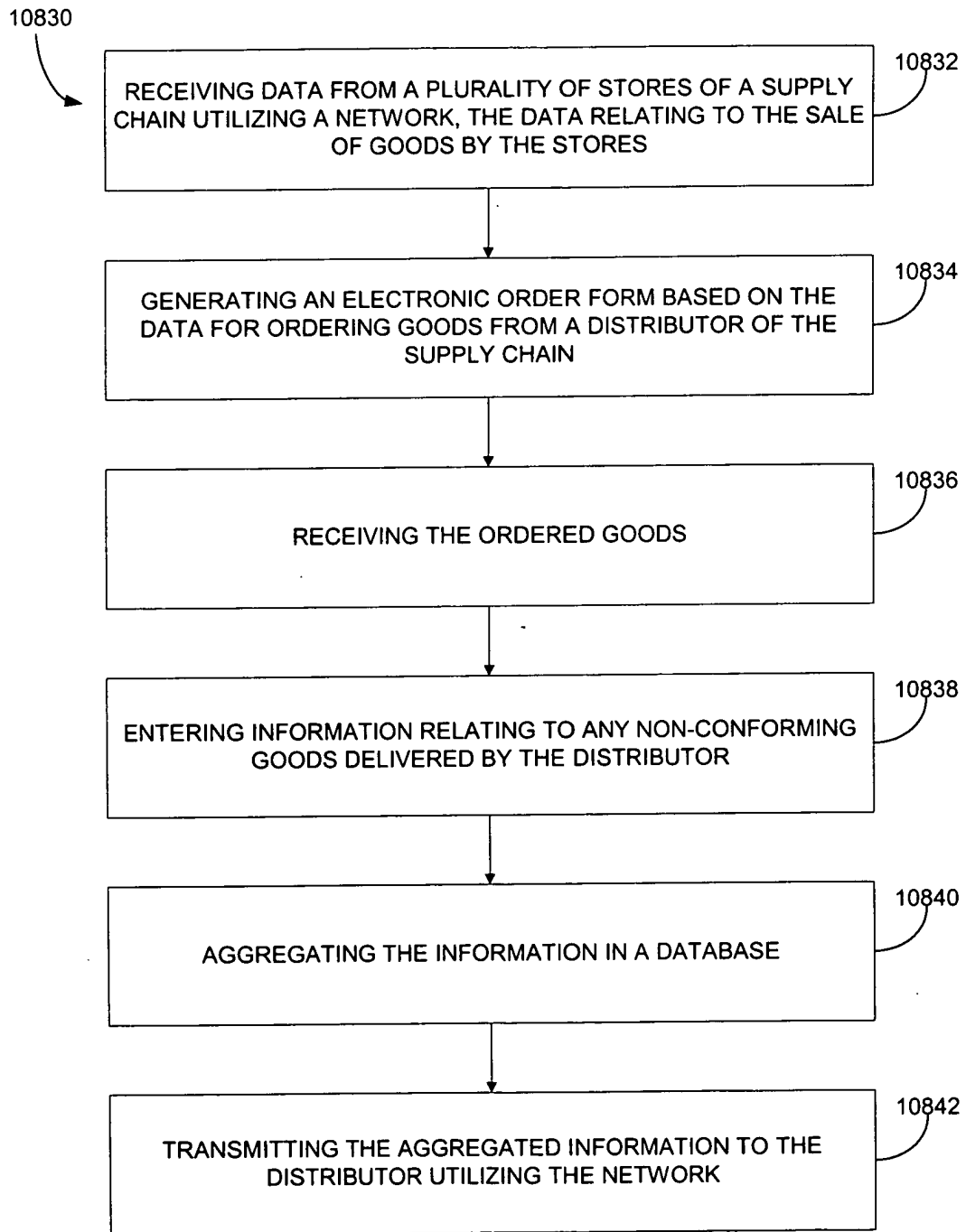


FIG. 108

10900

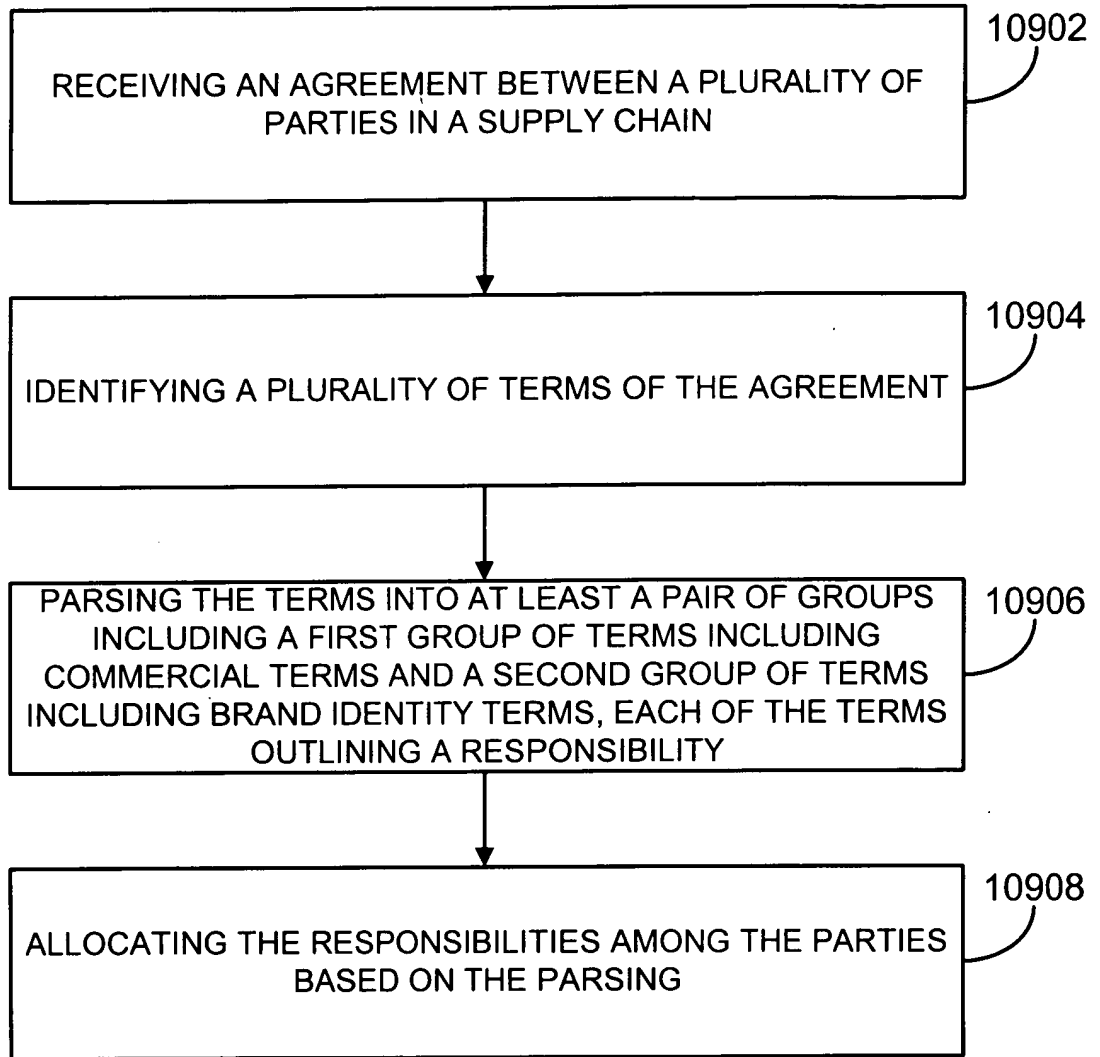


FIG. 109

11000

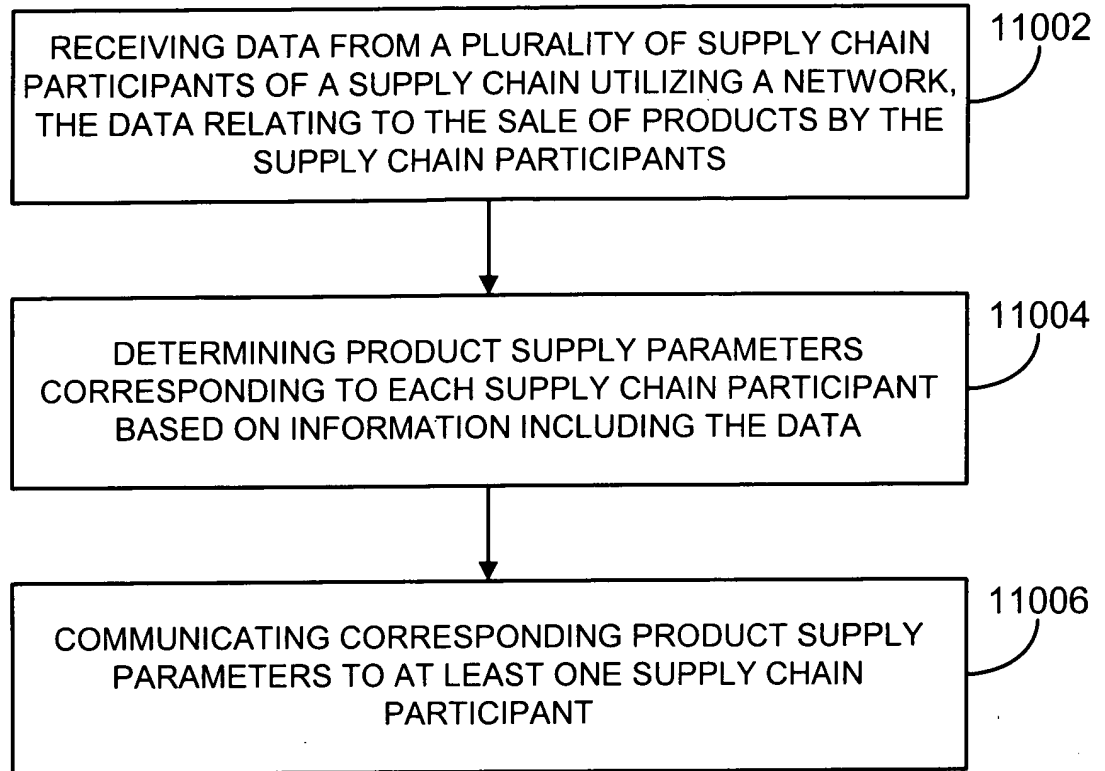


FIG. 110

11100

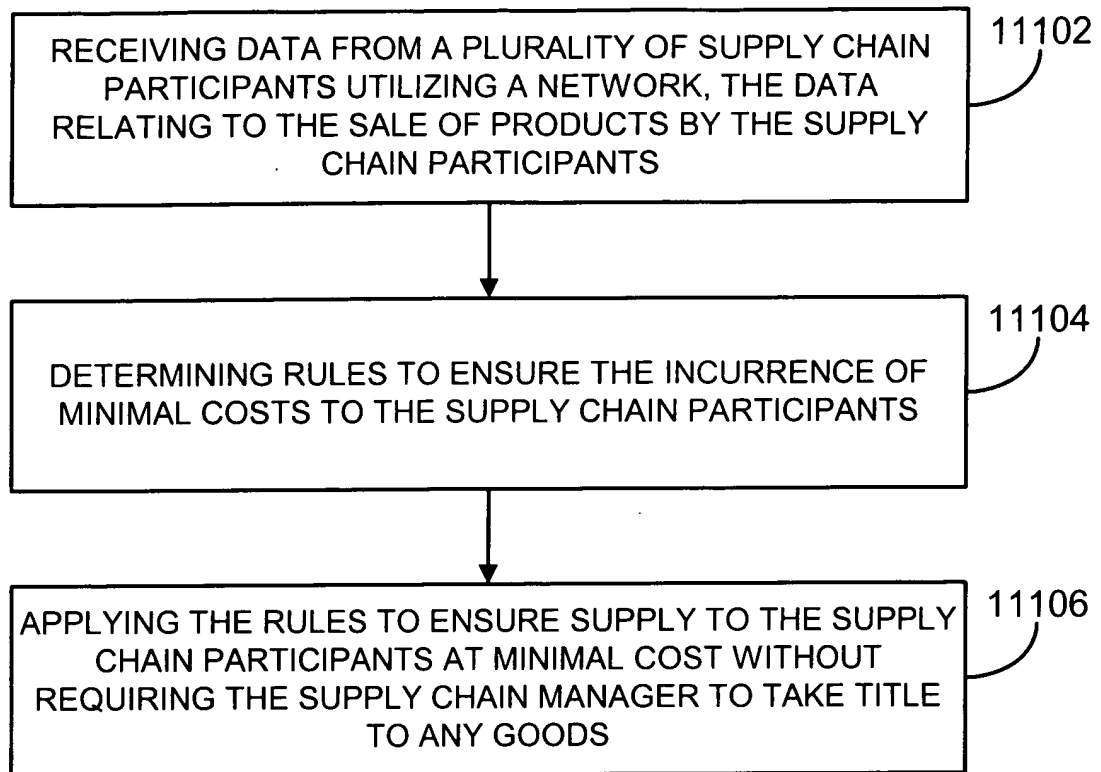


FIG. 111

11200

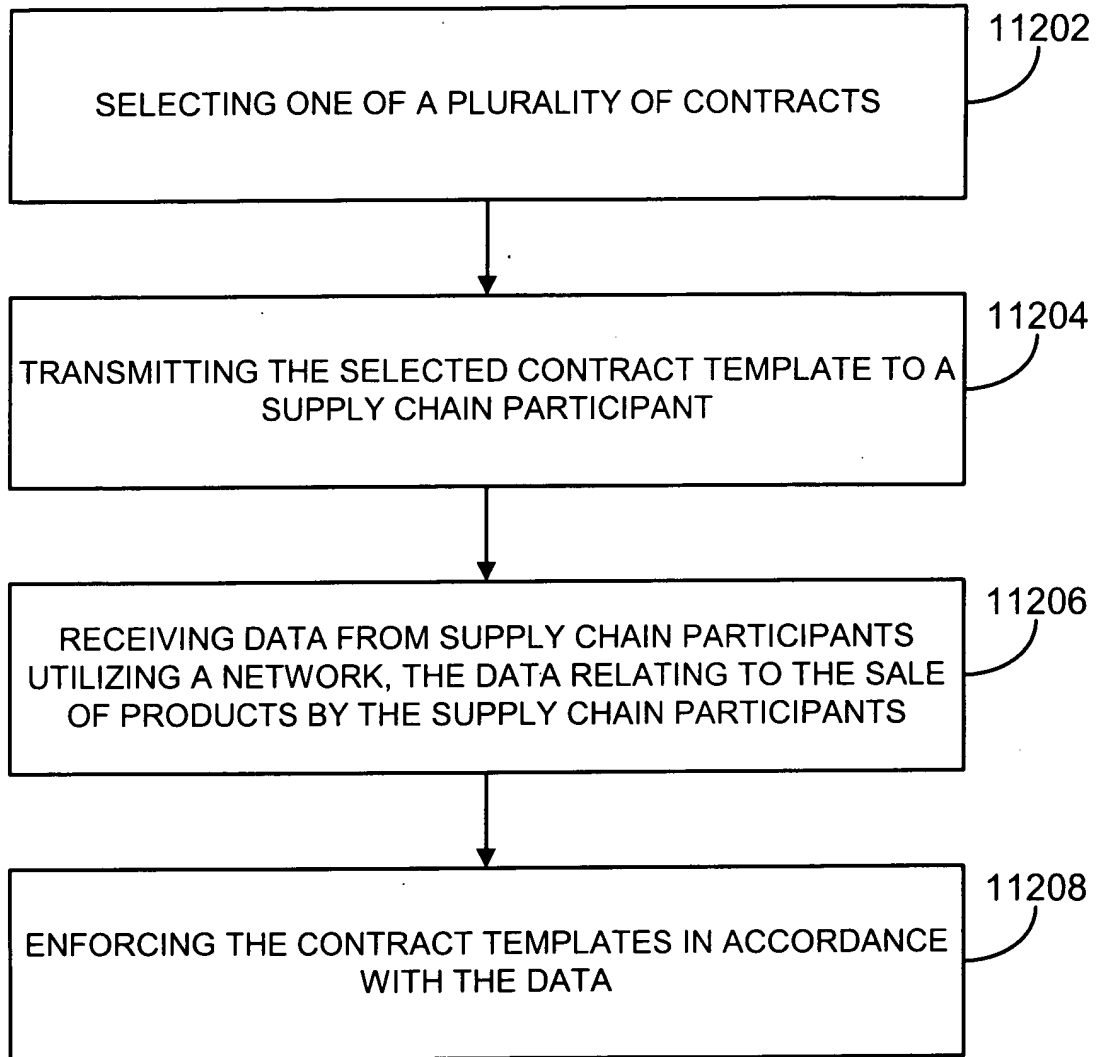


FIG. 112

11300



REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11302



ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A
SUPPLY CHAIN MANAGER

11304



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11306



MANAGING THE USE OF THE DATA DURING THE
DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE
DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY
THE SUPPLY CHAIN MANAGER

11308

FIG. 113

11400

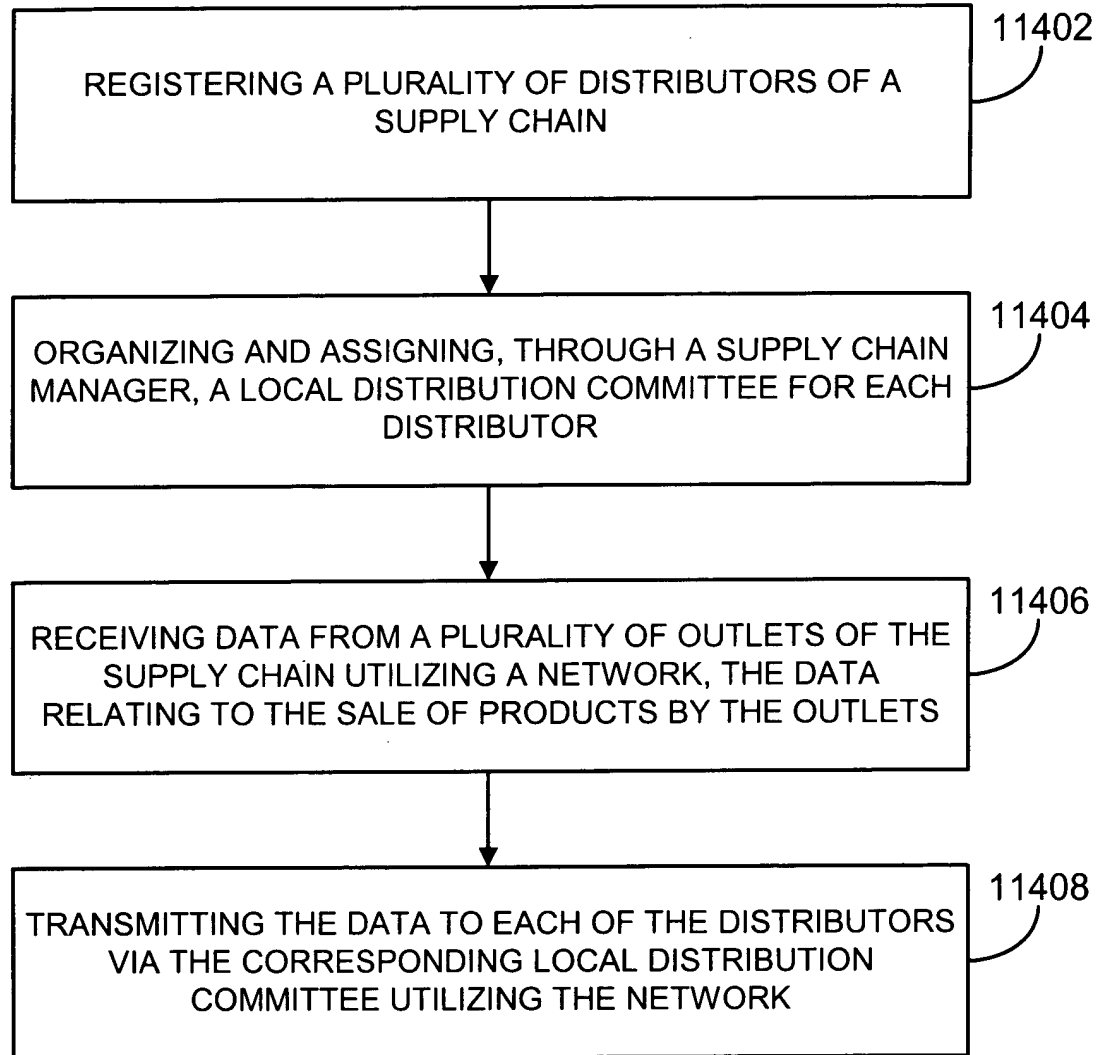


FIG. 114

11500

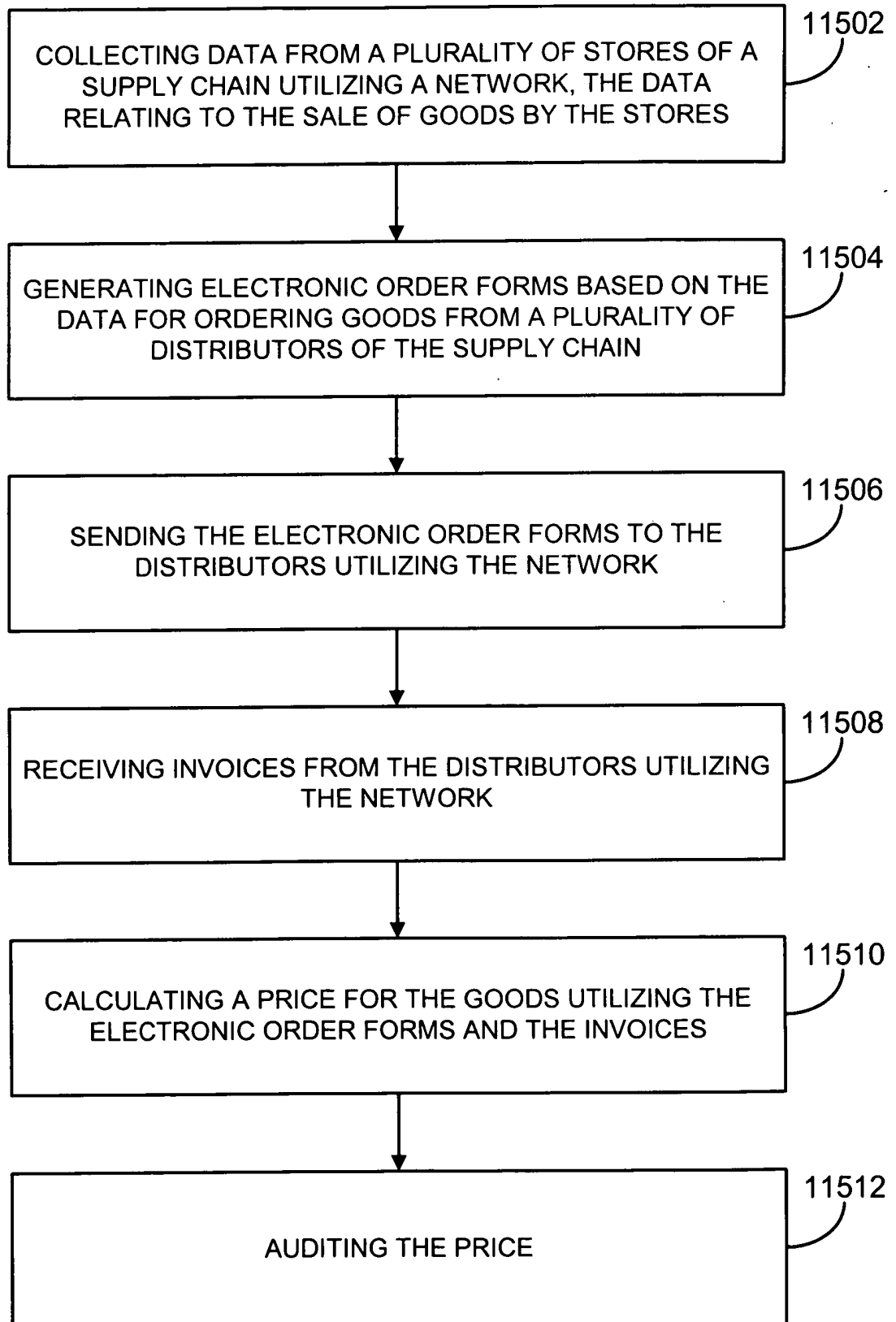


FIG. 115

11600

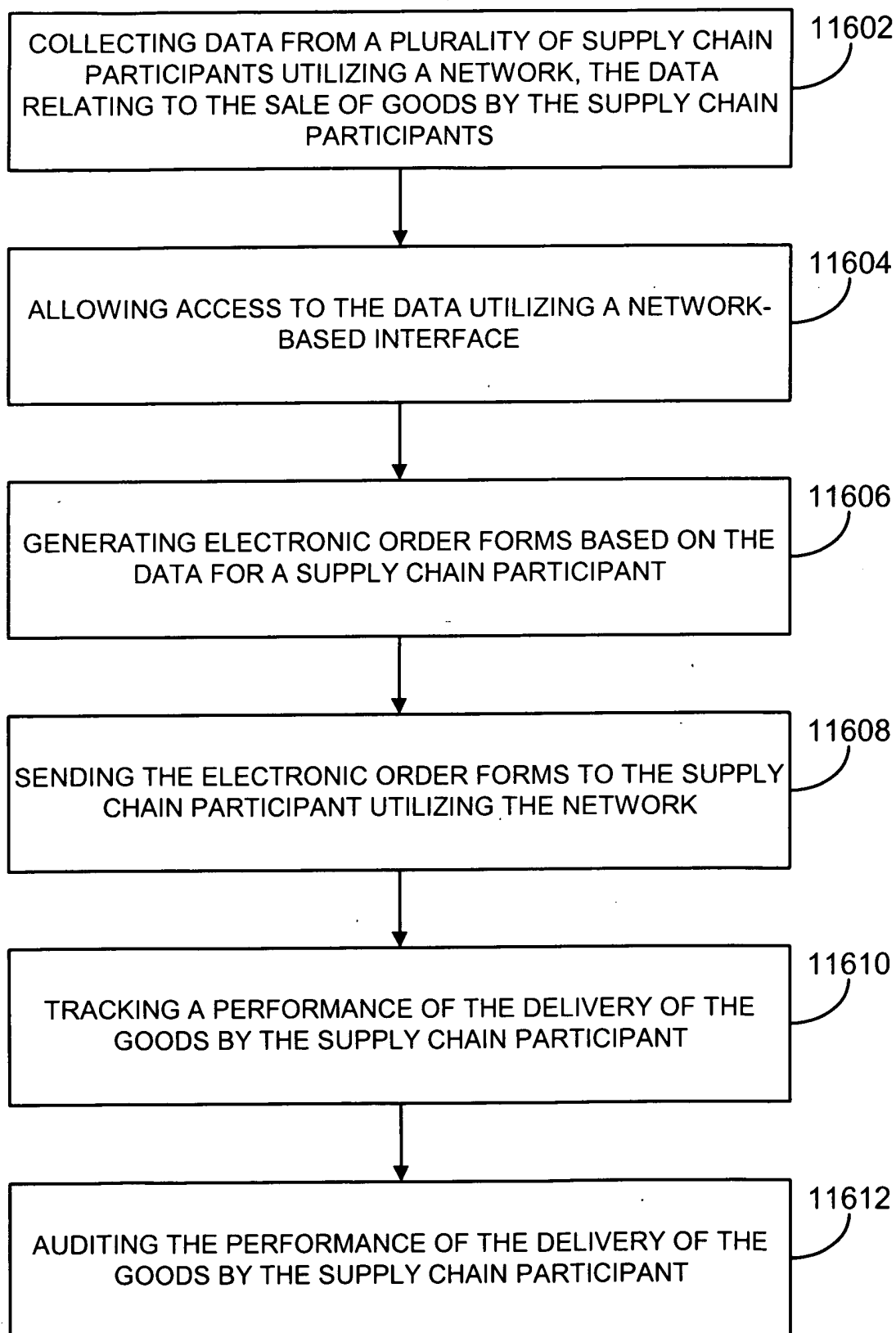


FIG. 116

11700

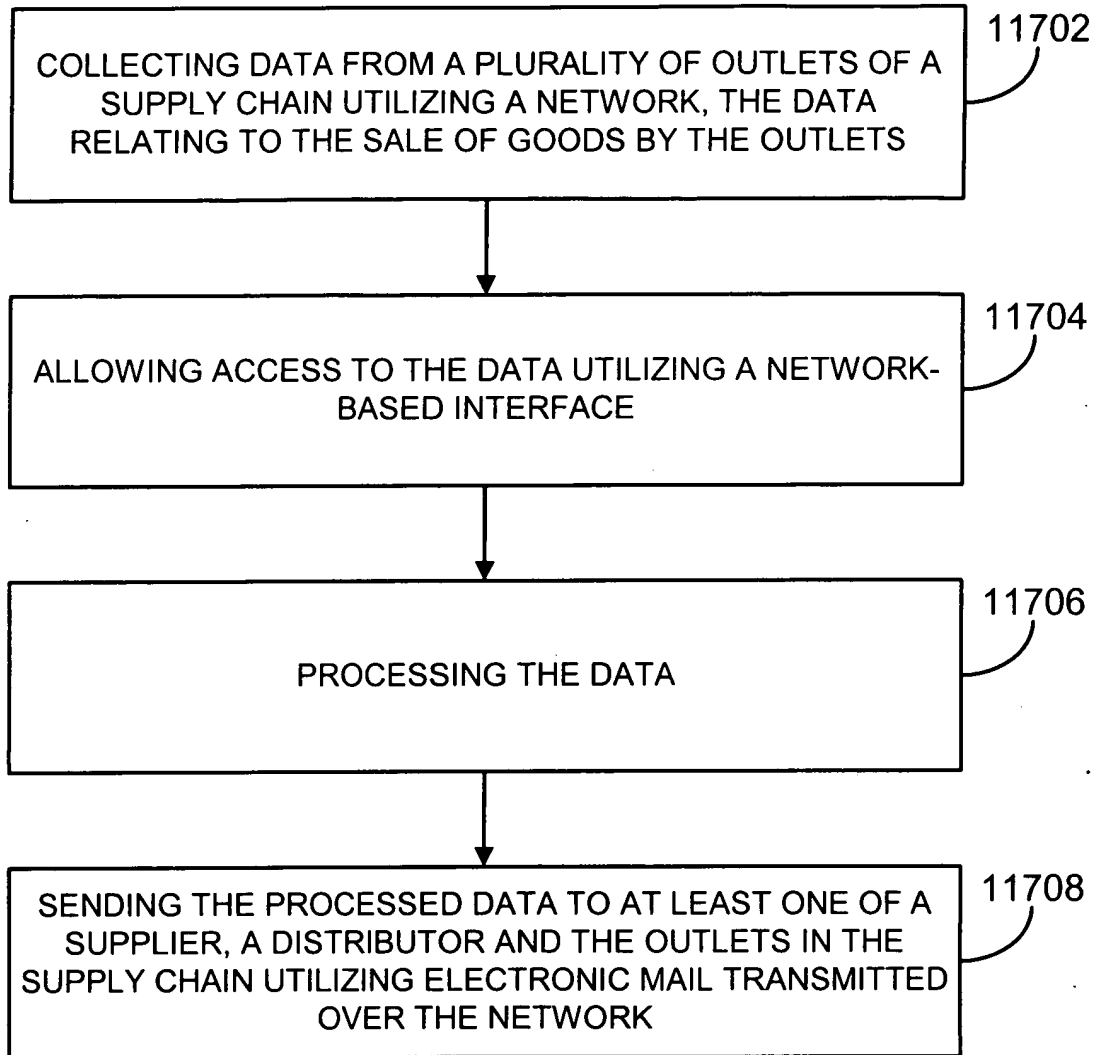


FIG. 117

11800

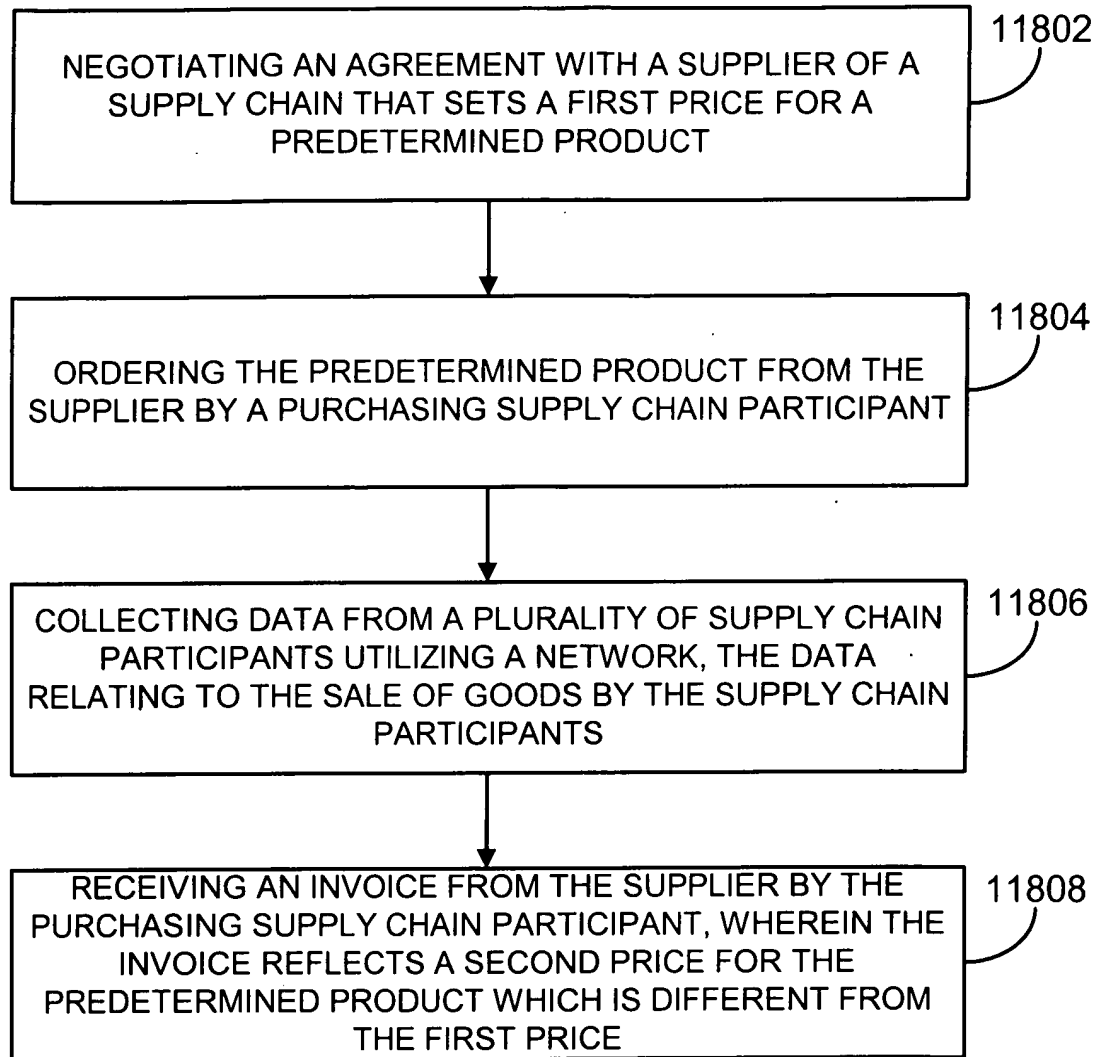


FIG. 118

11900

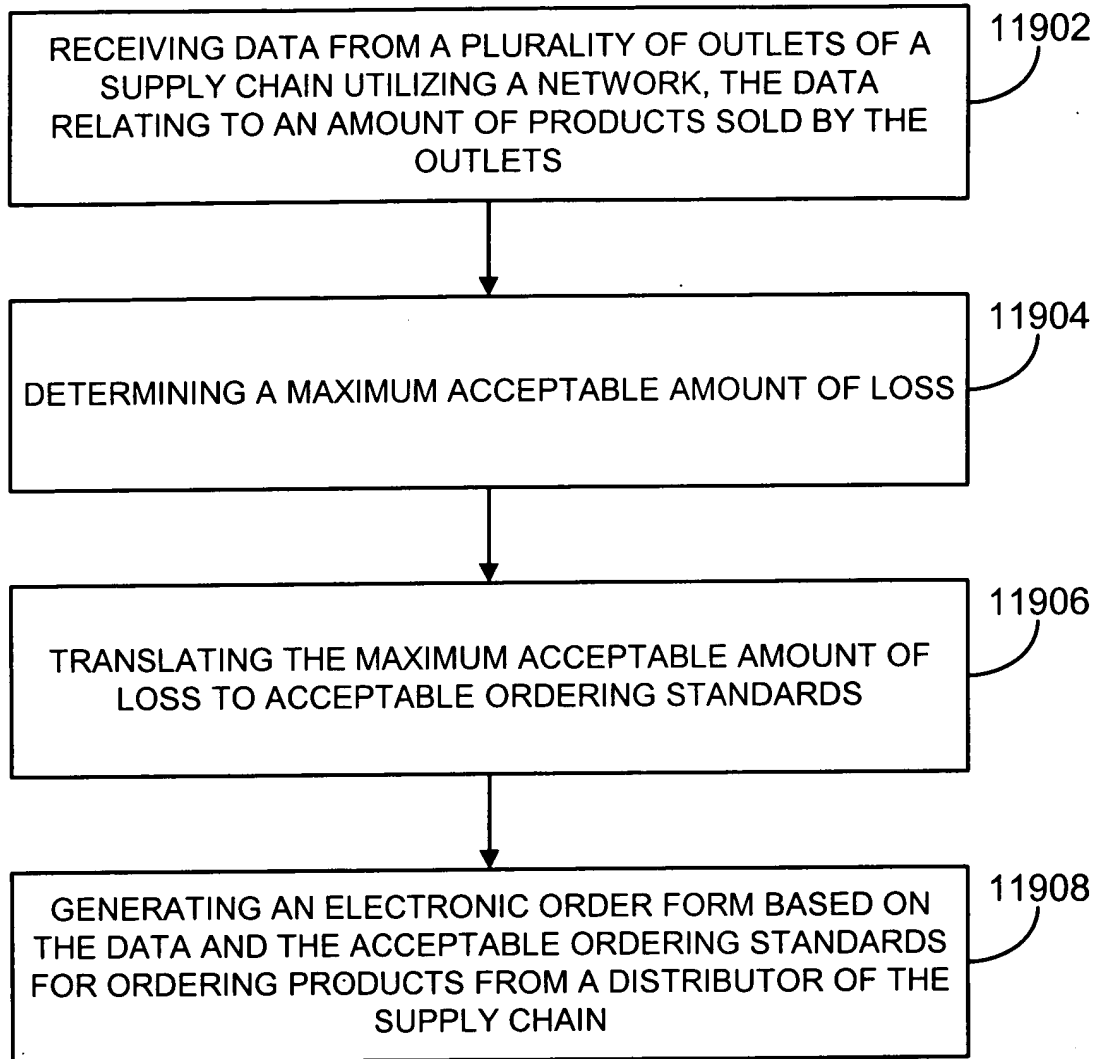


FIG. 119

12000



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12002



GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF
THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER
FORMS INDICATE AN AMOUNT OF THE PRODUCTS
ORDERED BY EACH OUTLET

12004



TRACKING AN AMOUNT AND A LOCATION OF THE
PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

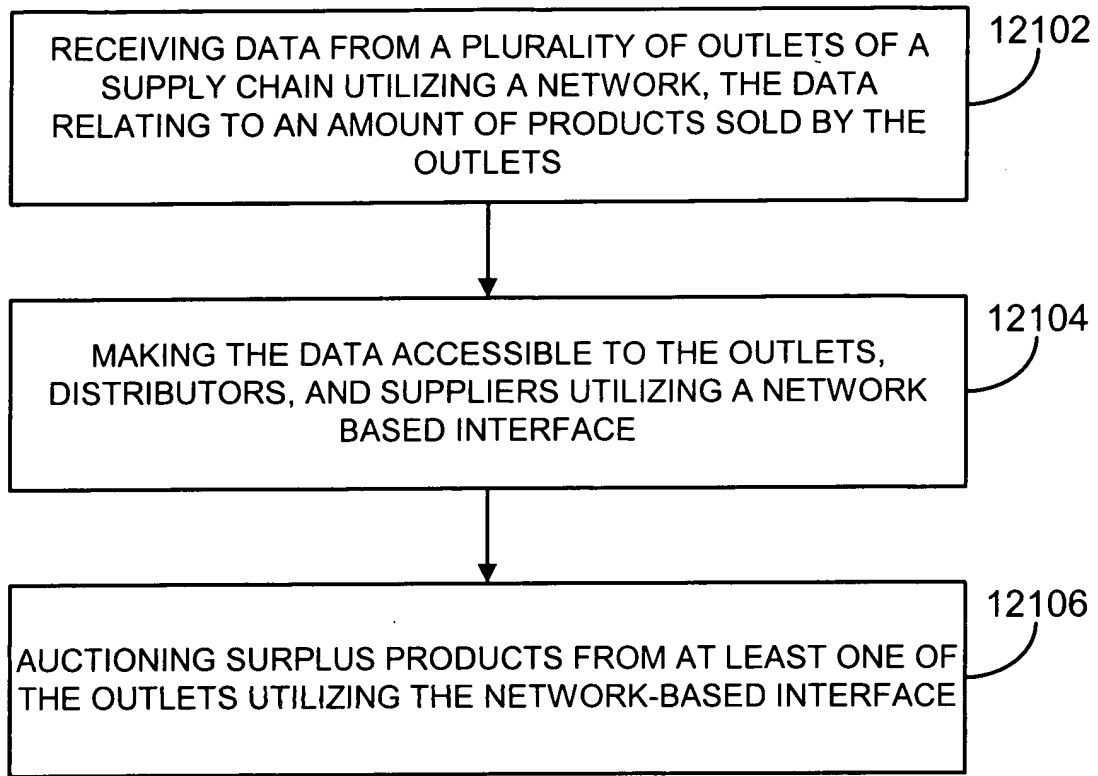


FIG. 121

12200

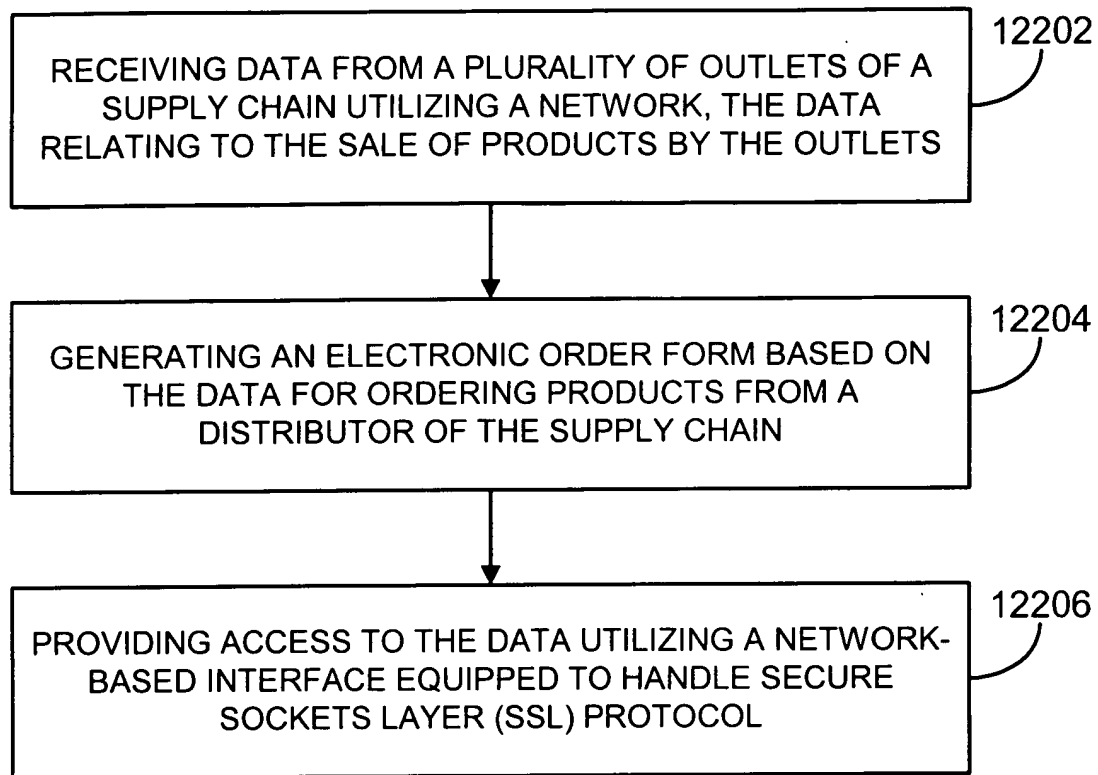


FIG. 122

12300

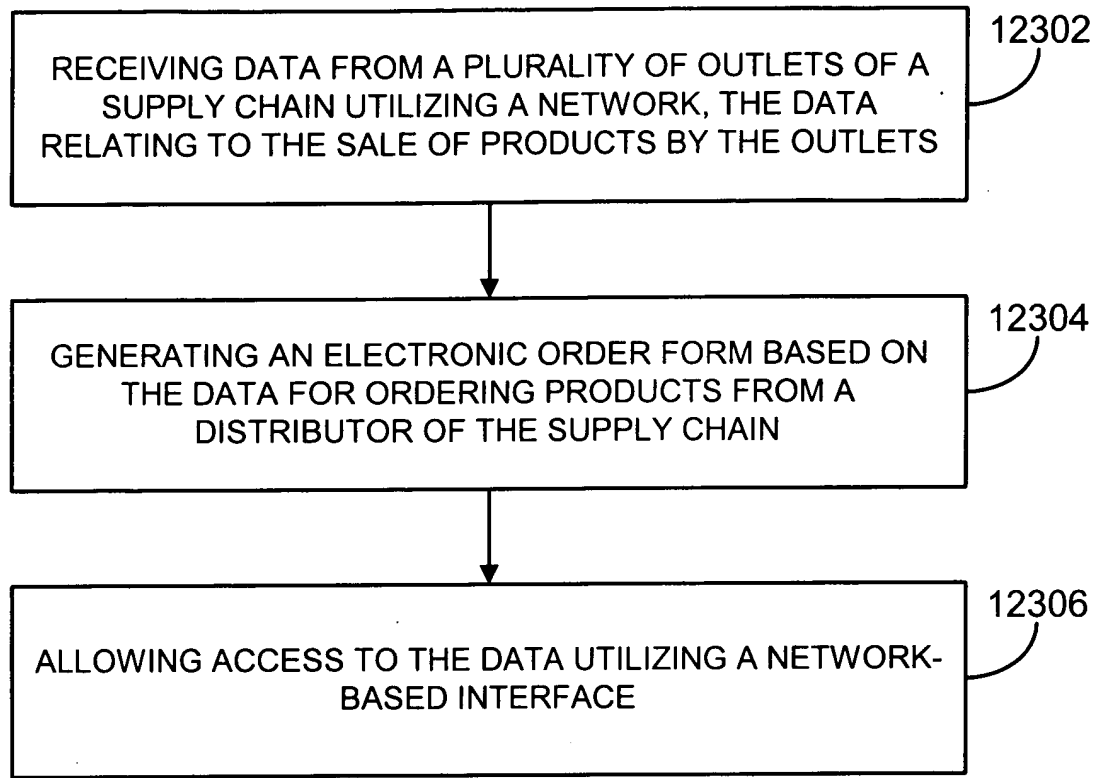


FIG. 123

12400

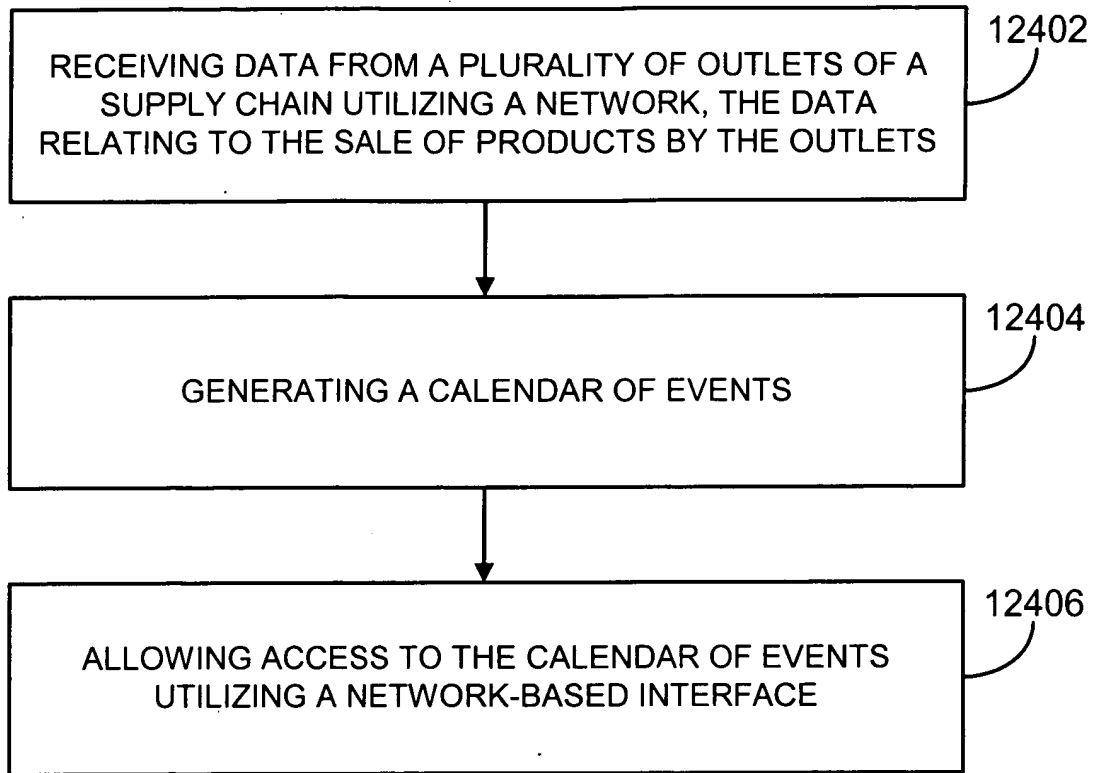


FIG. 124

12500

12502

Supply Patronage Sales/Inv Utilities Window

Supplier ...
Supplier Site ...
Distributor ...
DC ...

Least Cost Contract

Item Items ...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc: []

Item Number: []

Product Cat Code: []

Status Code: Active []

Item Rank: []

FIG. 127

12800

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | BarCode: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---------------------------------|---|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: <input type="text"/> |
| Status: | Active <input type="checkbox"/> | Rail Sidings: <input type="checkbox"/> |

FIG. 132

13300

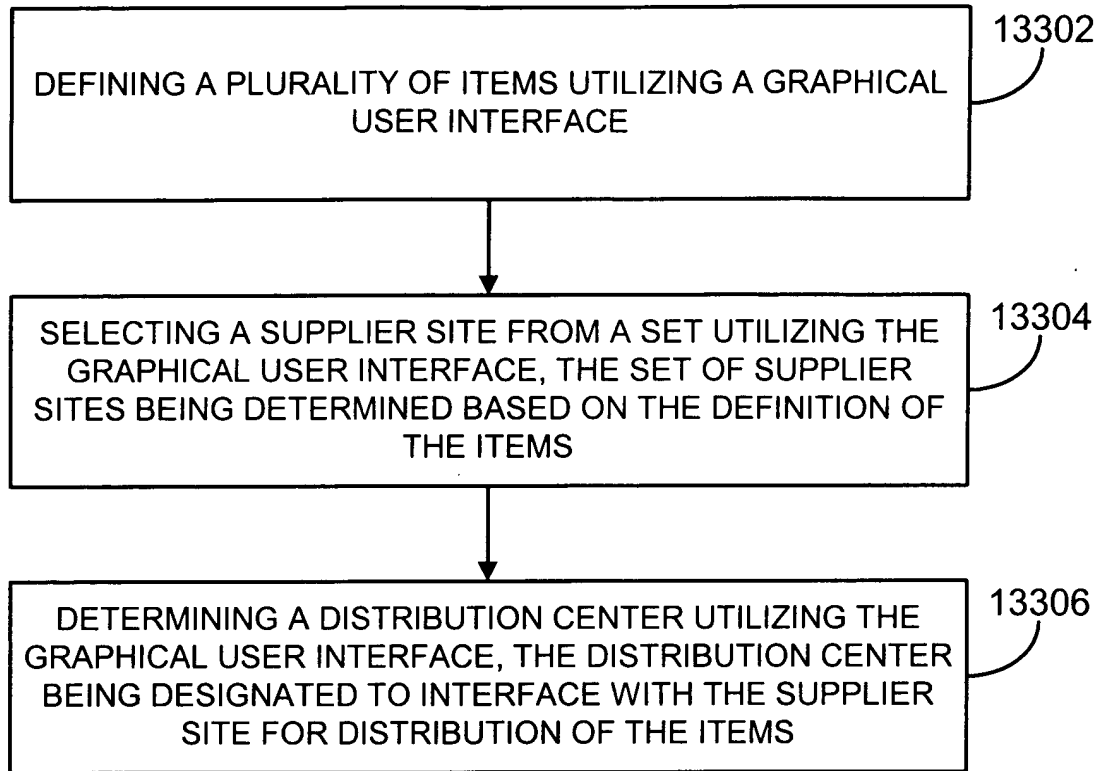


FIG. 133

FIG. 134

13400

| | | | | | | | |
|-----------------|---------------------------------------|---|--------|-----------|--------|---------------------------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | | <input type="radio"/> Yes <input checked="" type="radio"/> No | | Apply By: | | Cell <input type="text"/> | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

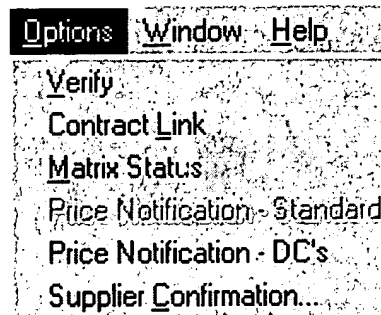


FIG. 141

14300

| | | |
|--------------------|-----------------------------------|----|
| Cost | Edit / View ... | F3 |
| Commodities | New (using previous matrix) ... | F4 |
| Vendor Rating | New (build matrix) ... | F5 |
| Contact Management | Multi Item Price Notification ... | |

FIG. 143

14400

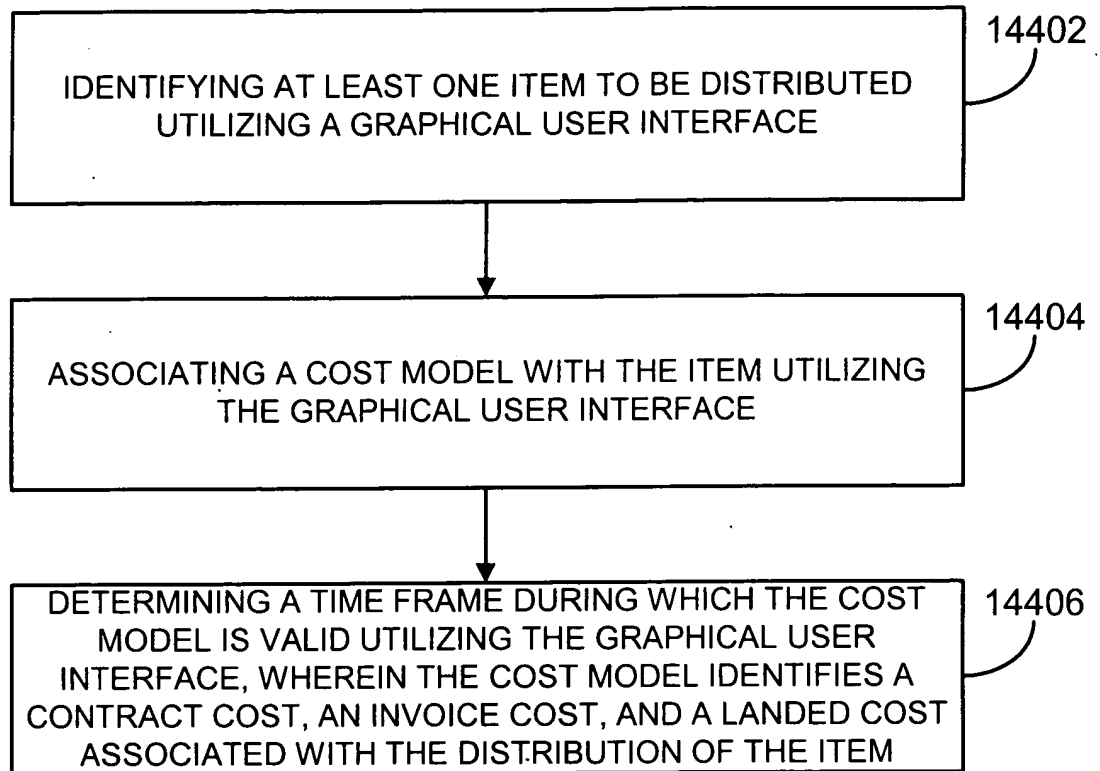


FIG. 144

14500



FIG. 145

14600

| | | |
|---------------------|-------------------|-----------------------------------|
| Contract ID: | 673 - TYSON FOODS | |
| Initial Buyer Name: | Jamie Hersh | Current Buyer Name: Chris Steinon |

FIG. 146

14700

| | |
|----------------------|---------------|
| Contract Start Date: | 05/15/98 |
| Contract End Date: | 12/31/02 |
| Execution Date: | 5/15/98 |
| Effective: | Shipment Date |
| Payment Terms: | Net 10 |

FIG. 147

14800



FIG. 148

14900

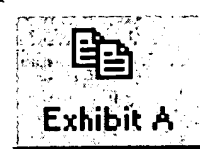


FIG. 149

15000

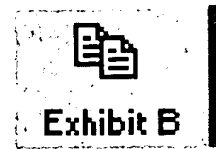


FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

15400

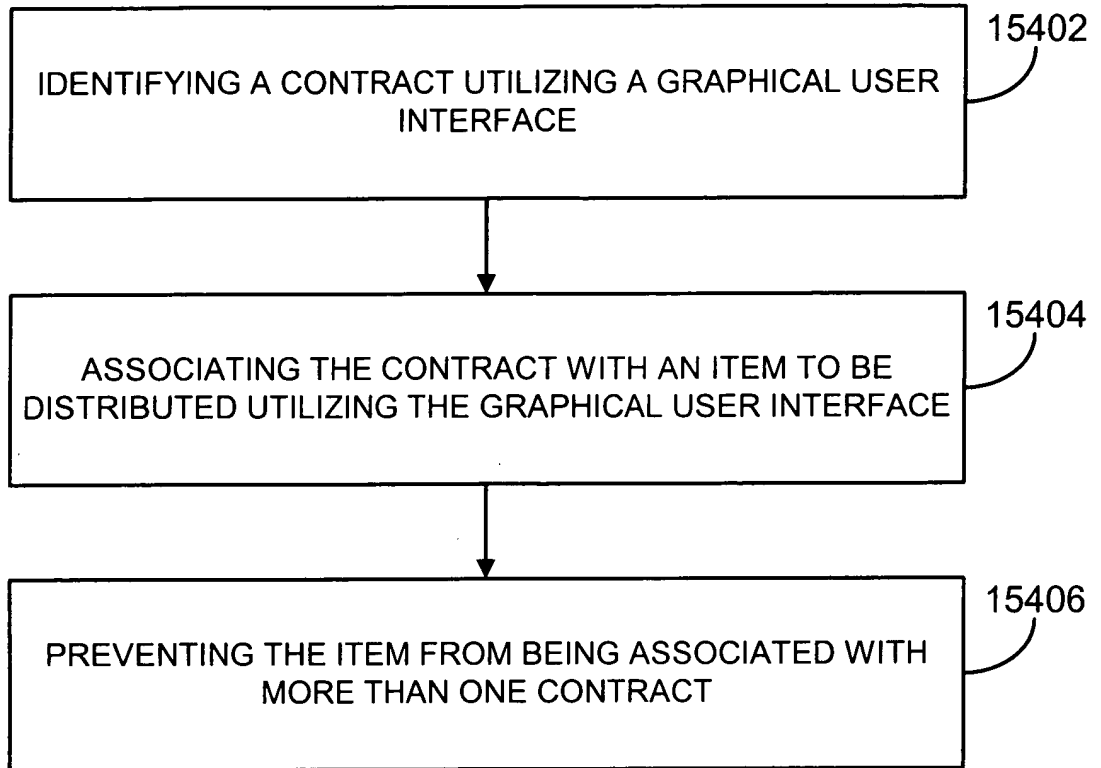


FIG. 154

FIG. 155

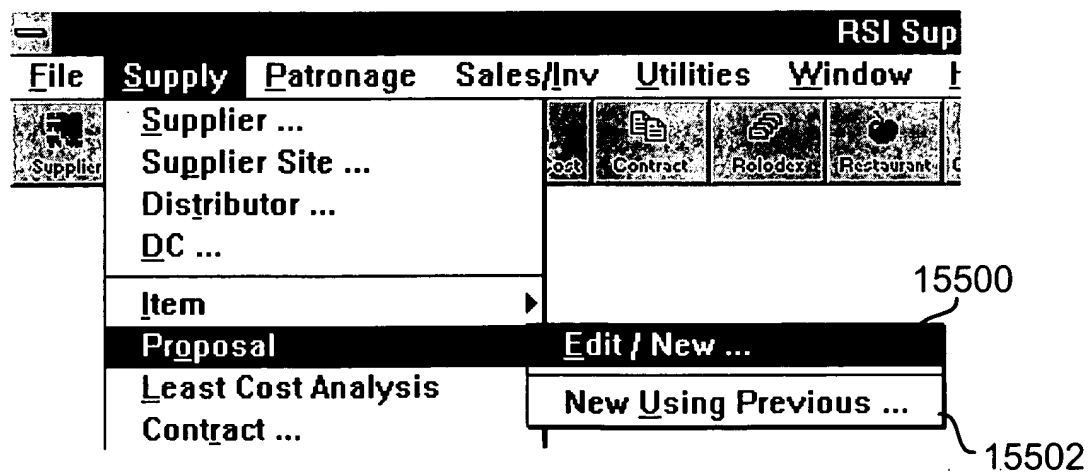


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

| | | | | | | | | |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

Proposal Information

| | | | |
|-----------------------|----------------------------------|-----------------------------|----------|
| Proposal ID: | 1021 | Proposal Due Date: | 06/12/97 |
| Proposal Name: | Foam Hot Cups & Polystyrene Lids | Contract Begin Date: | 07/01/97 |
| Buyer Name: | Dennis Clabby | Contract End Date: | 06/30/98 |

Actions

| # | Date: | Action Description: |
|---|----------|---|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WmCup. |

FIG. 156

15600

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

| Item Description |
|------------------|
| CUP-HOT |
| |
| |
| |
| |
| |
| |

| Item Description |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | | Item Description |
|---------------------------|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) DRY | 15902 | CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (PAPER) DRY | > | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) DRY | >> | CUP-HOT 8 OZ (DRY) |
| | << | LID-HOT 12/16 OZ (DRY) |
| | < | LID-HOT 8 OZ (DRY) |
| | | 15906 |
| | | 15908 |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component |
|------------------|----------------------|
| MAYO-BULK | Mayonaise Components |
| | (None Selected) |
| | Generic FOB Pricing |
| | Mayonaise Components |

FIG. 160

FIG. 161

THE UNIVERSITY OF CHICAGO

16200

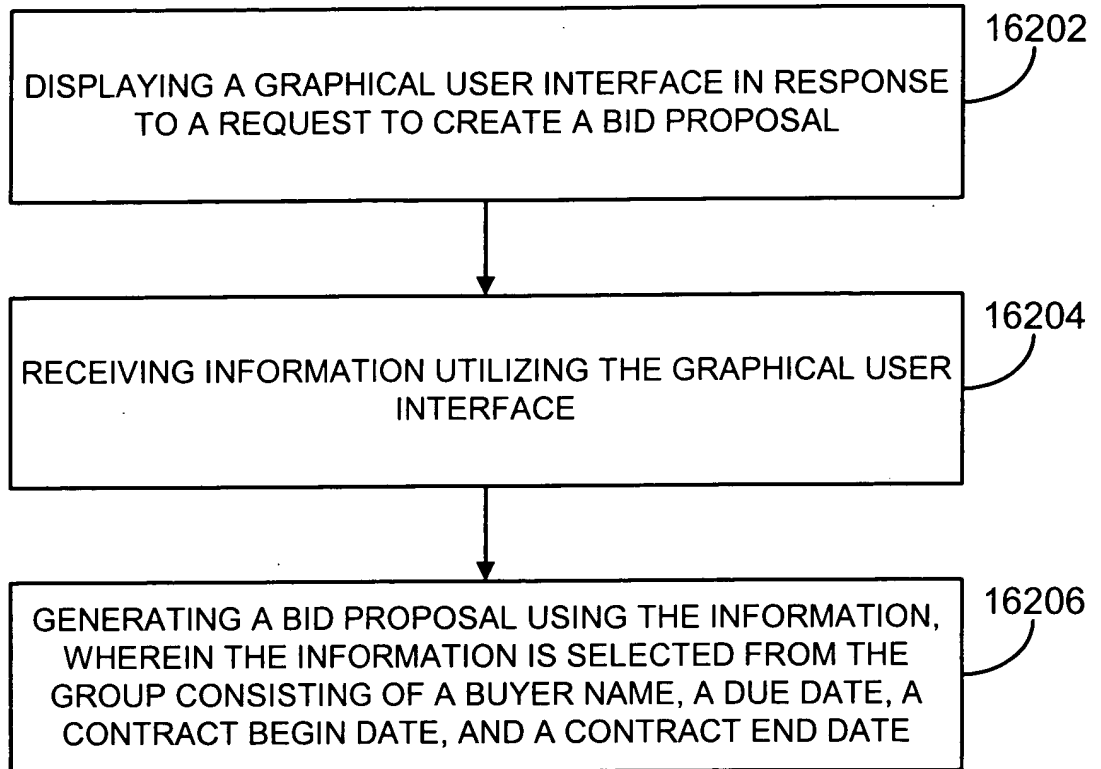


FIG. 162

16300



FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | | ? | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | N |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

16500

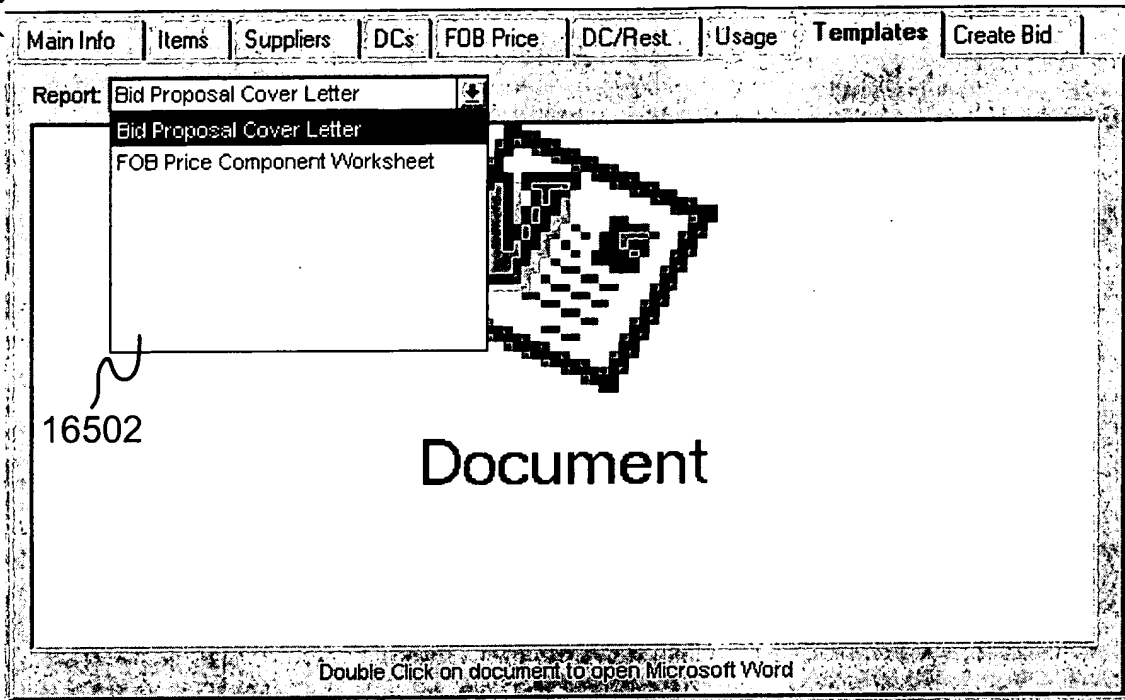


FIG. 165

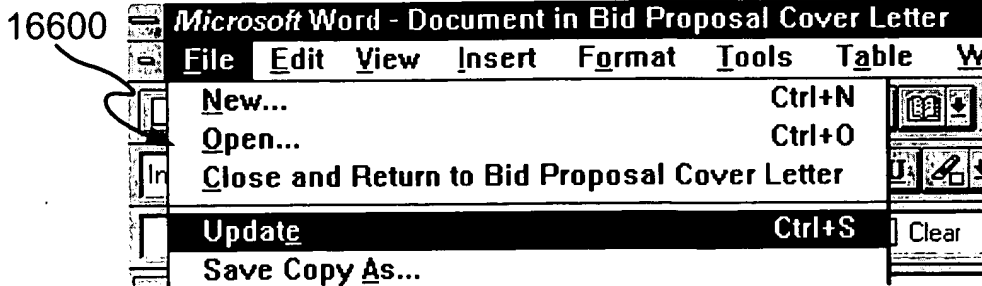


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | |
| Sample Supply Agreement <input checked="" type="checkbox"/> | |
| BK Specification Request <input checked="" type="checkbox"/> | |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

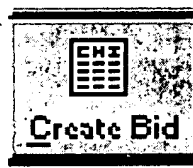


FIG. 168

16900

Report: 7/2/97

| Item Information Worksheet | Supplier: (all) |
|-------------------------------|---|
| Bid Proposal Cover Letter | Restaurant Services, Inc.
Item Information Worksheet
ATTY
DS |
| FOB Price Component Worksheet | |
| General Terms & Conditions | |
| Item Information Worksheet | |
| LTL Freight Worksheet | |
| Sample Supply Agreement | |
| Supplier Facility Worksheet | |

FIG. 169

17000

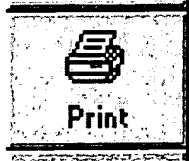


FIG. 170

17100



FIG. 171

17200

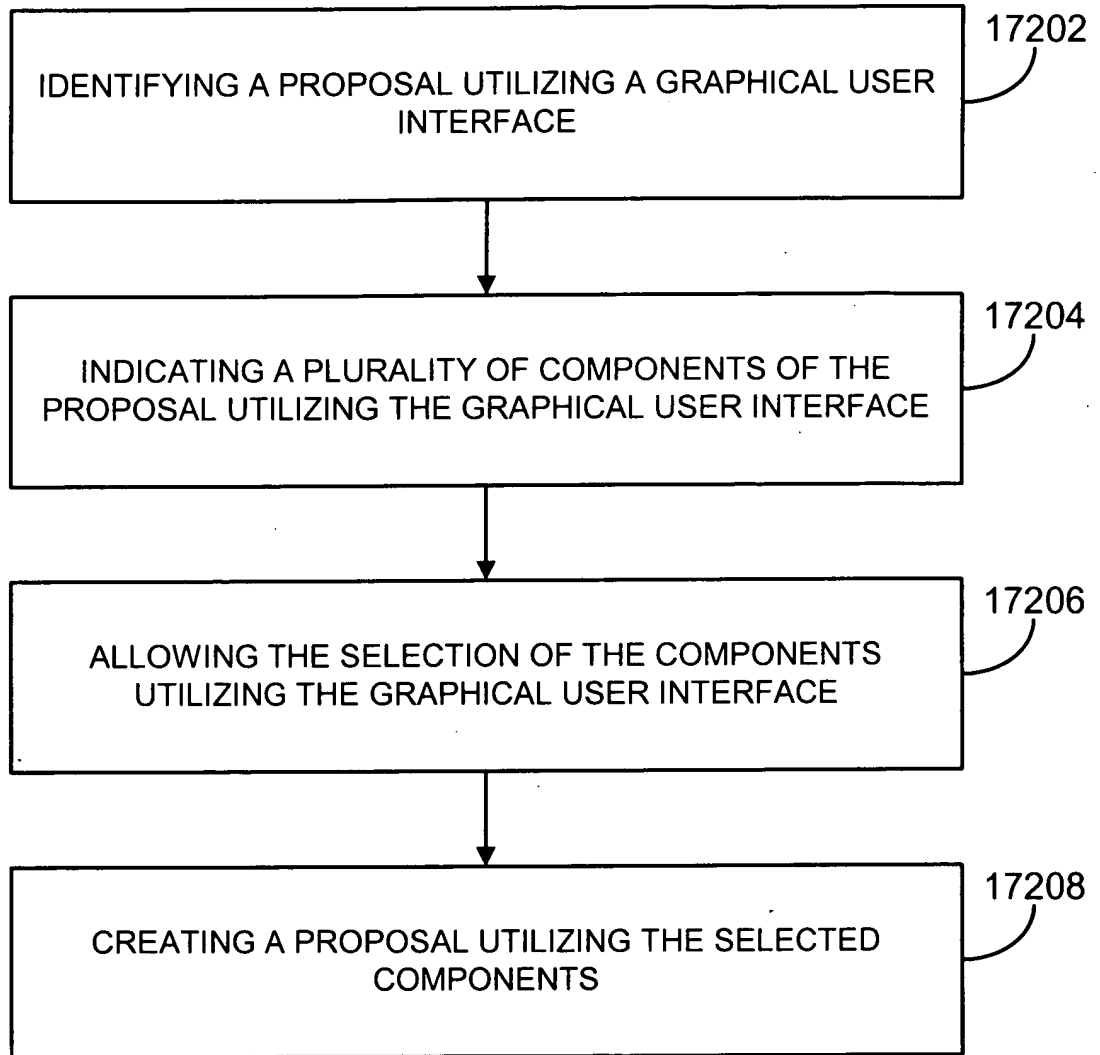


FIG. 172

17300



FIG. 173

17400

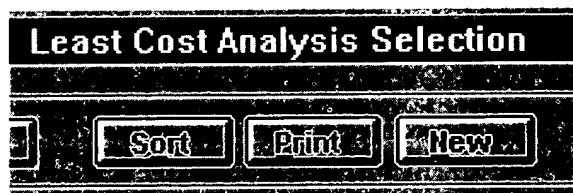


FIG. 174

17500



FIG. 175

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

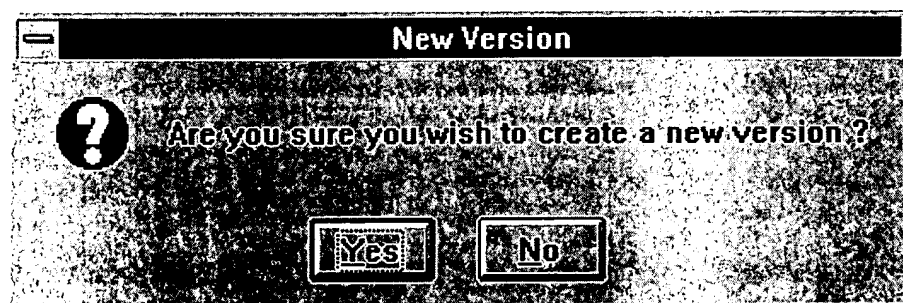


FIG. 181

18200

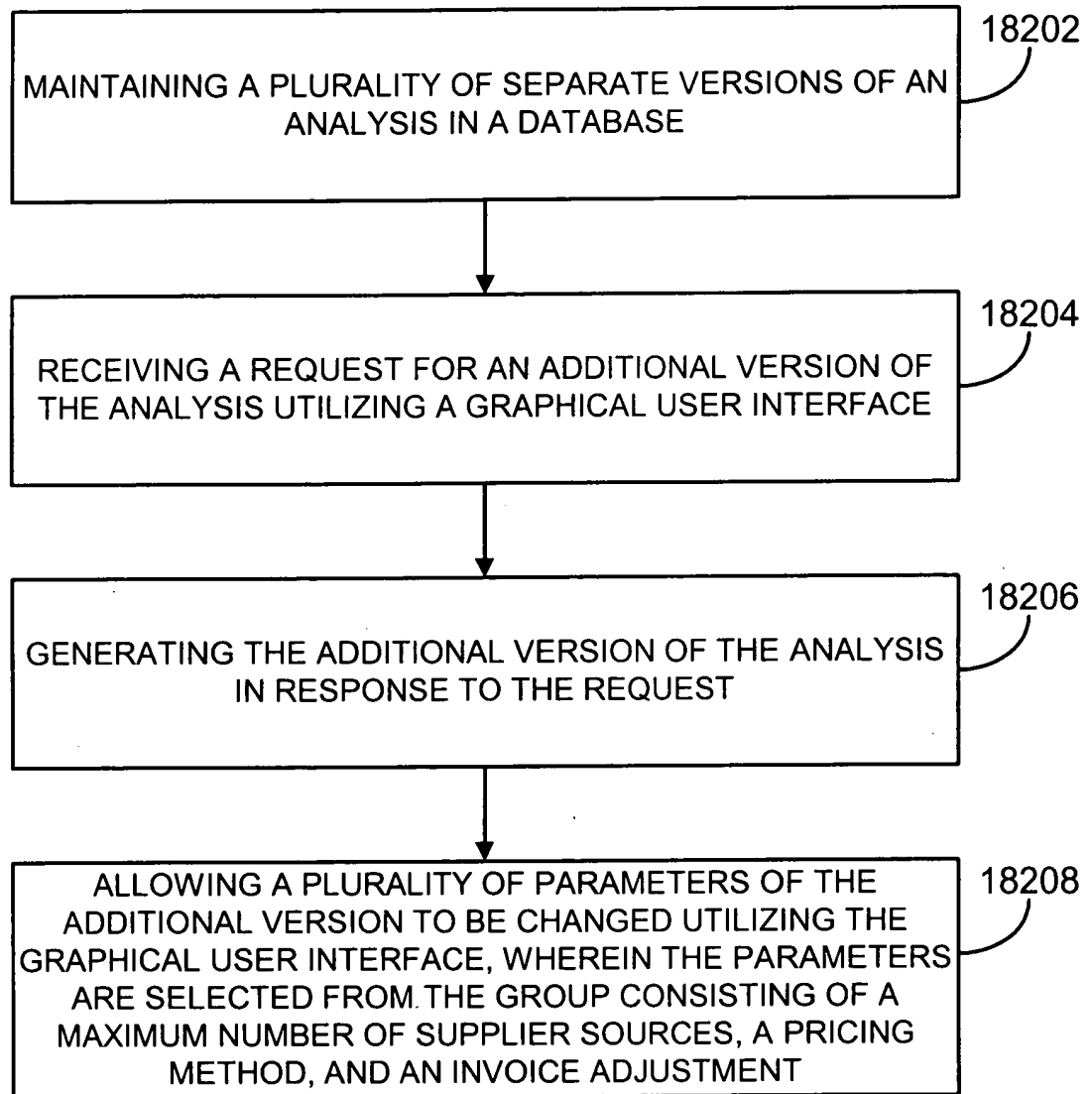


FIG. 182

18300

Search Query Reset

Query Valves 7 Rows Selected

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |
| |

>

>>

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



| Item
Description | Conv.
Factor |
|---------------------|-----------------|
| FRIES COATED (FRZN) | 36 |

18402

FIG. 184

18400 18402 18403 18404 18405 18406 18407 18408 18409 18410 18411 18412 18413 18414 18415 18416 18417 18418 18419 18420 18421 18422 18423 18424 18425 18426 18427 18428 18429 18430 18431 18432 18433 18434 18435 18436 18437 18438 18439 18440 18441 18442 18443 18444 18445 18446 18447 18448 18449 18450 18451 18452 18453 18454 18455 18456 18457 18458 18459 18460 18461 18462 18463 18464 18465 18466 18467 18468 18469 18470 18471 18472 18473 18474 18475 18476 18477 18478 18479 18480 18481 18482 18483 18484 18485 18486 18487 18488 18489 18490 18491 18492 18493 18494 18495 18496 18497 18498 18499 18500

18500

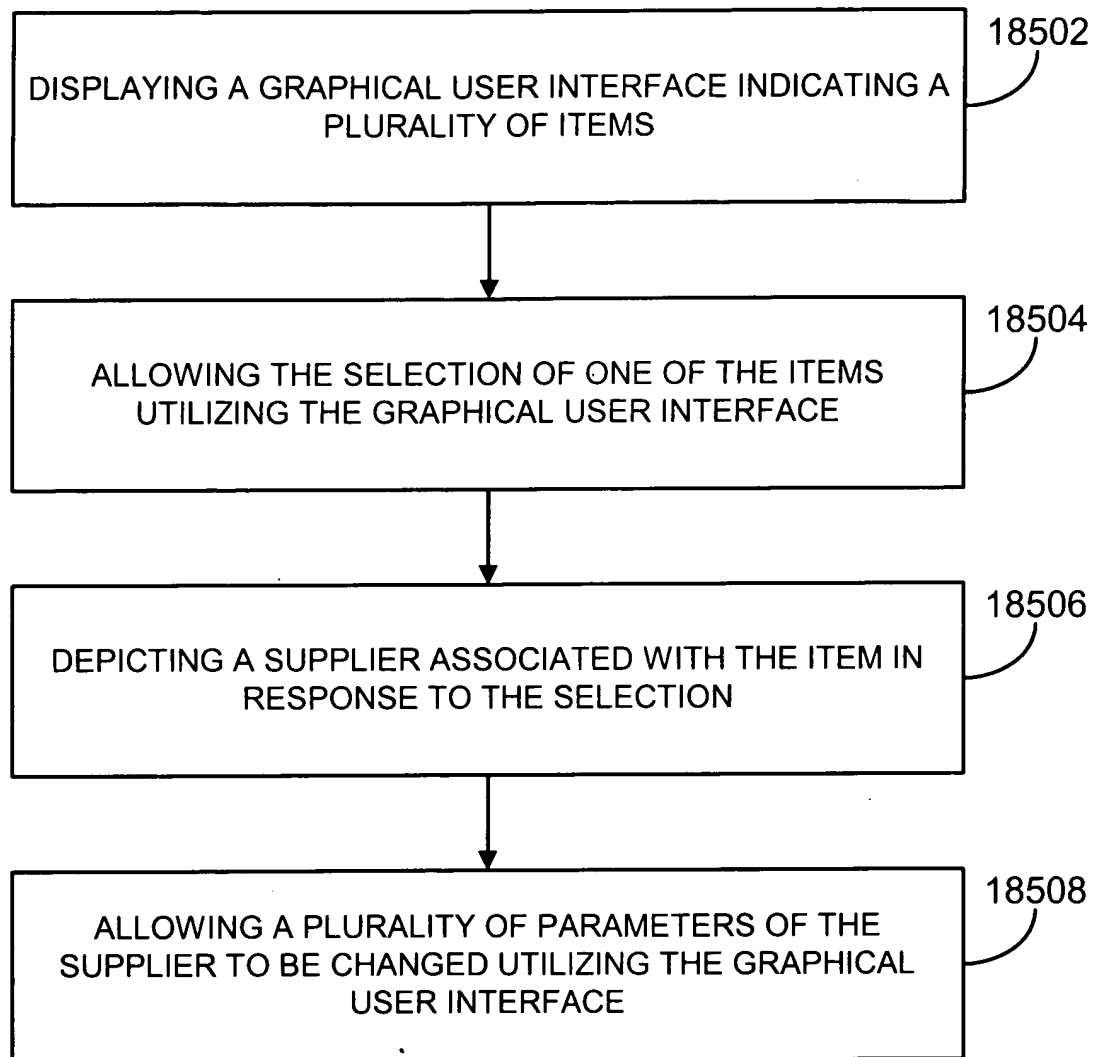


FIG. 185

18600

| Item Description | | Supplier: FOB | |
|------------------|--|------------------------|--|
| CUP-COLD 16 OZ | | DOPACO-DOWNINGTOWN, PA | |
| CUP-COLD 22 OZ | | DOPACO-DOWNINGTOWN, PA | |
| CUP-COLD 32 OZ | | DOPACO-DOWNINGTOWN, PA | |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCHES(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700

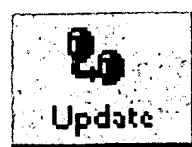


FIG. 187

18800

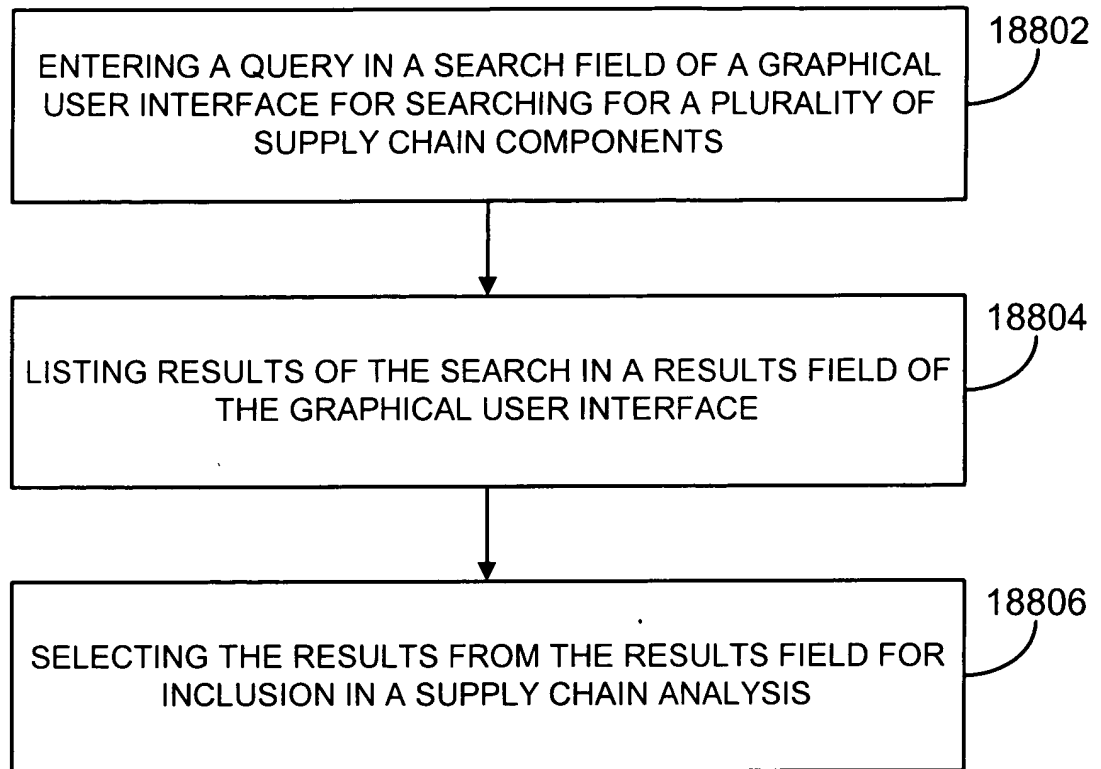


FIG. 188

| Supplier FOB | Minimum | Maximum | Include |
|-------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC.-PASCO, WA | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

| Supplier FOB | Minimum | Maximum | Include |
|---|------------|-------------|---|
| MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC. OTHELLO, WA | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

19100

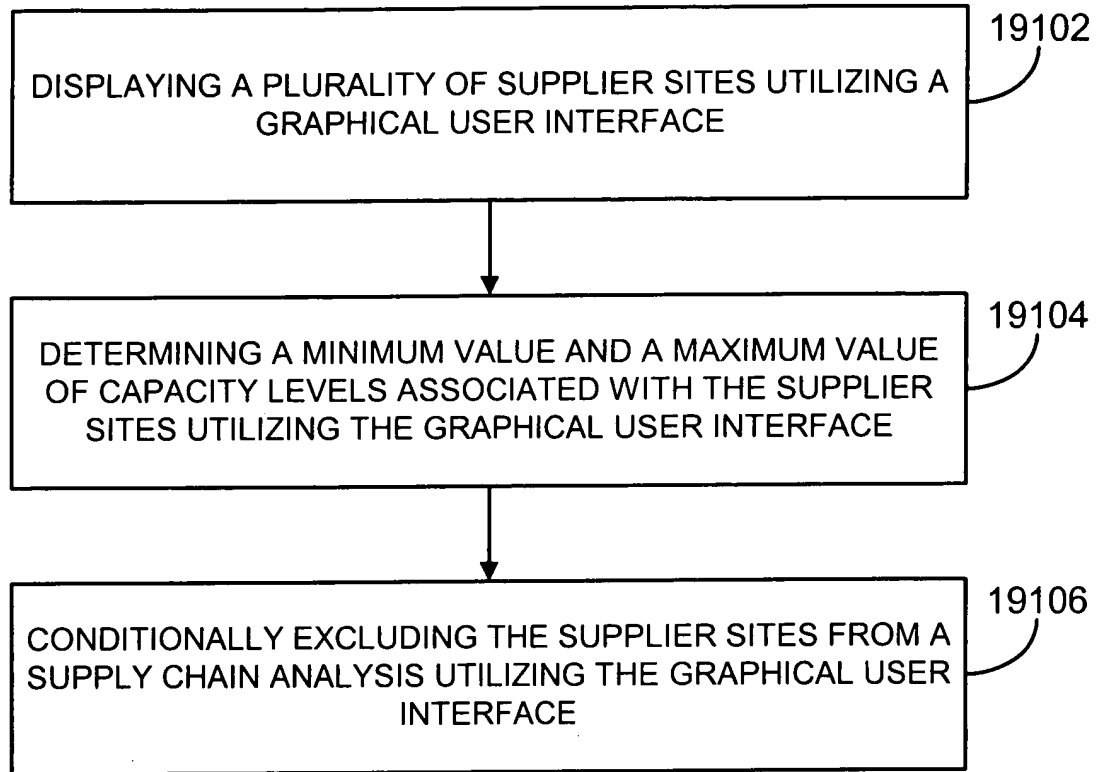


FIG. 191

FIG. 192

FIG. 192

19300



| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400



| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC.-PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

19500

19600

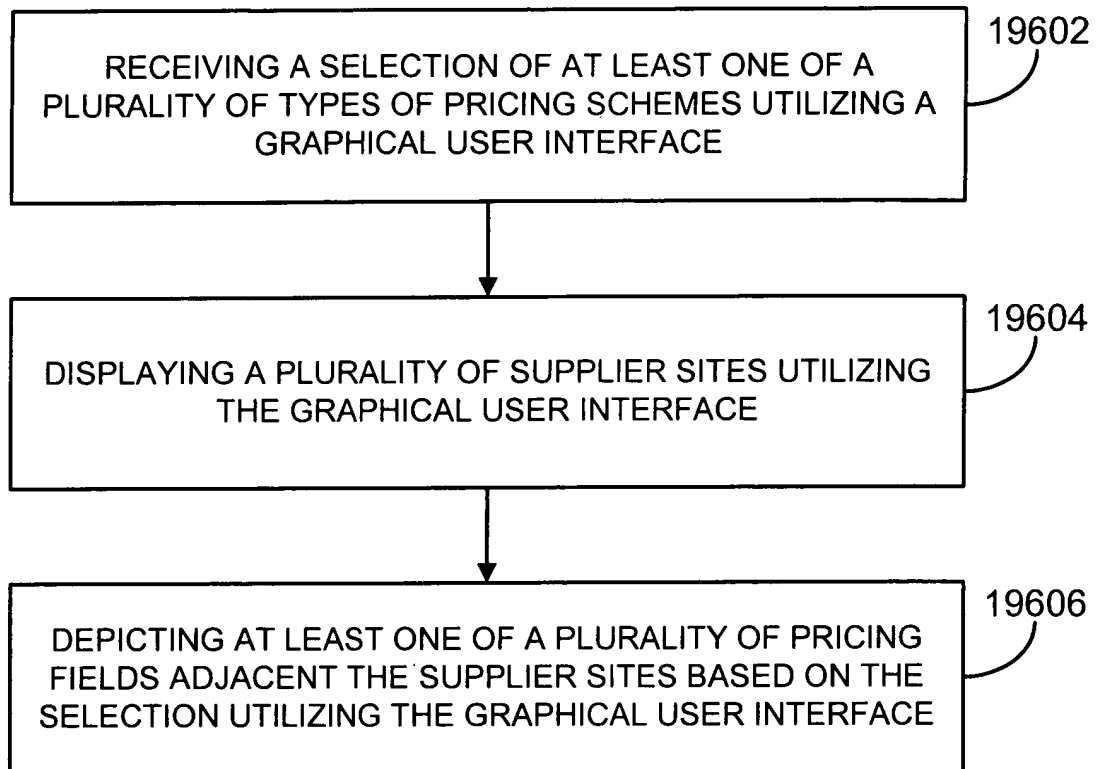


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE,UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | | Item Growth % | | Usage Period | | |
|---------------------|----------------|-----------------------|--------------|--------------|----------------|-----------------|
| CHICKEN-PATTY | | .00% | | | | |
| | | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

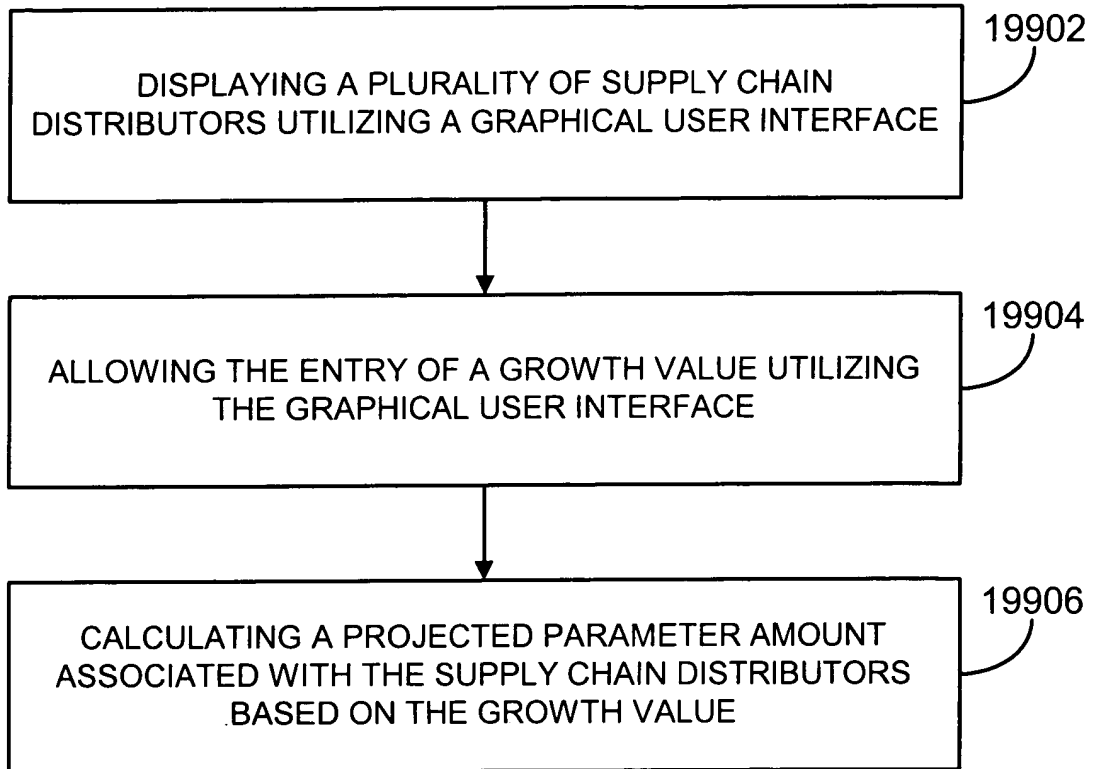


FIG. 199

20000

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | | Honor TL Rate |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Lane Restriction | | |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required | <input type="radio"/> Excluded |

FIG. 201

20200


| Invalid Selection | |
|---|--|
|  | AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/> | |

FIG. 202

20300

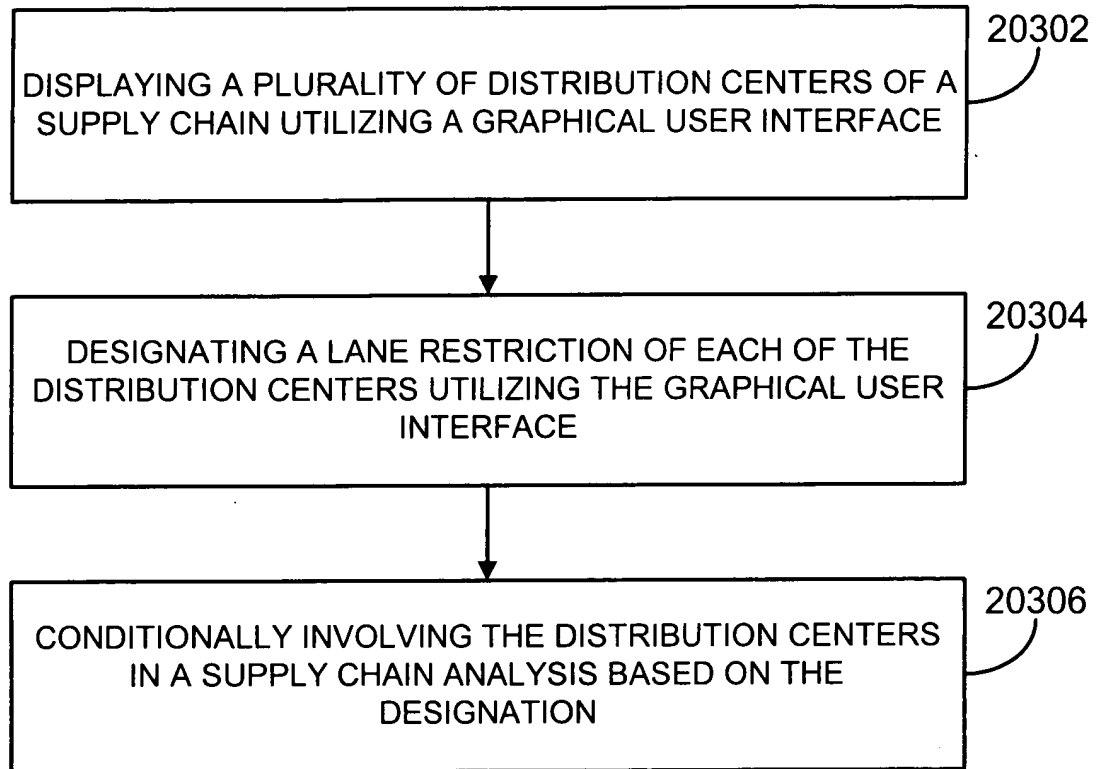


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|--|----------------|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |

| Distribution Center | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | |
| AMERISERVEPOST-DENVER | 1,277 | |
| AMERISERVEPOST-SALT LAKE,UT | 691 | |

FIG. 204

20500

| Supplier FOB | | Address | |
|------------------------------|--|--------------|----------|
| O.K. FOODS-FORT SMITH AR | | Fort Smith | AR 72904 |
| TYSON FOODS-GREEN FORREST AR | | Green Forest | AR 72638 |
| TYSON FOODS-RUSSELVILLE AR | | Russelville | AR 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

20600

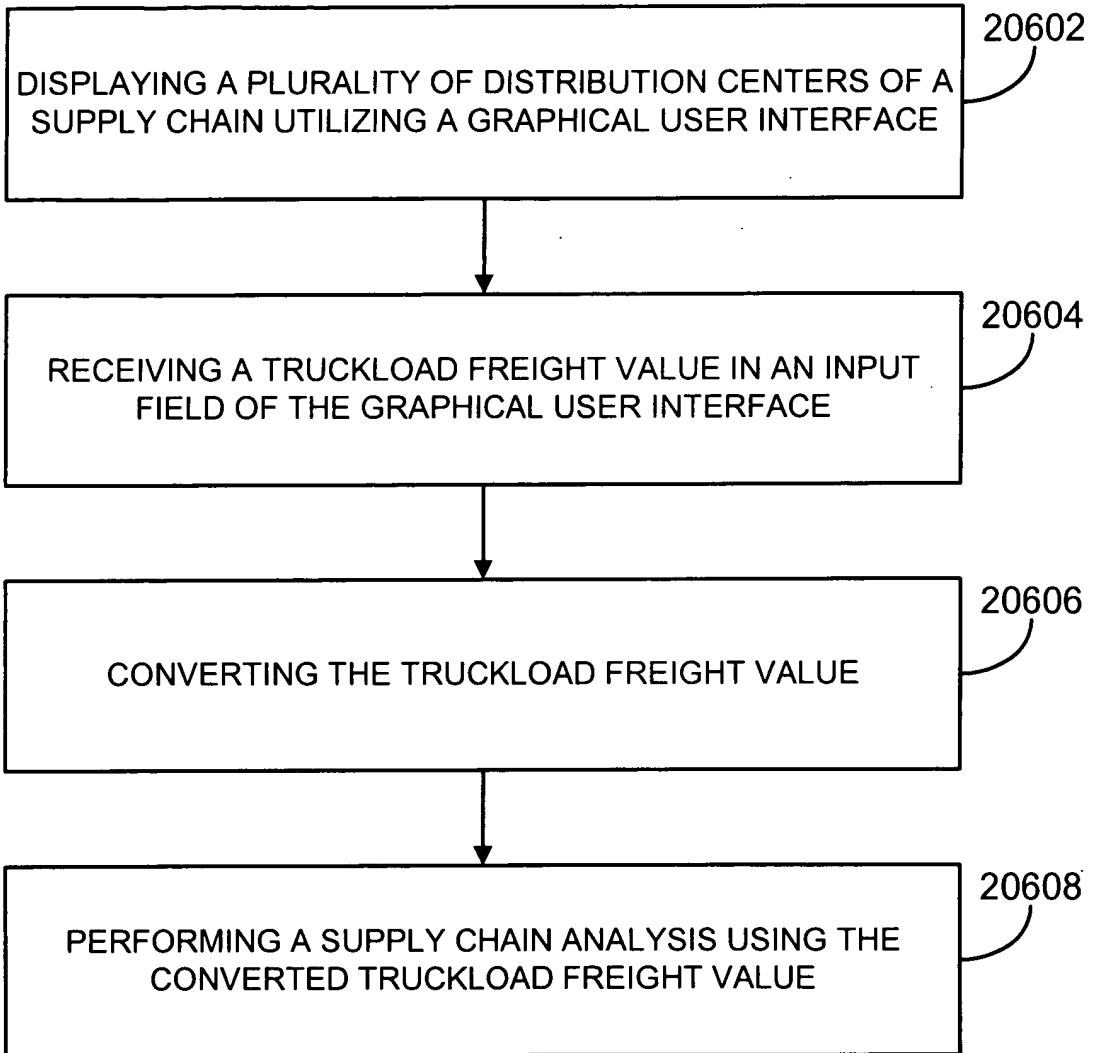


FIG. 206

| | |
|-------------------------------|---|
| Analyst Region | Force FOB |
| MCCABE-PORTLAND/RMW-ANCHORAGE | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| | |

| | |
|-------------------------------|-----------------------|
| Distribution Center Name | Site Role |
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point |

FIG. 207

20800

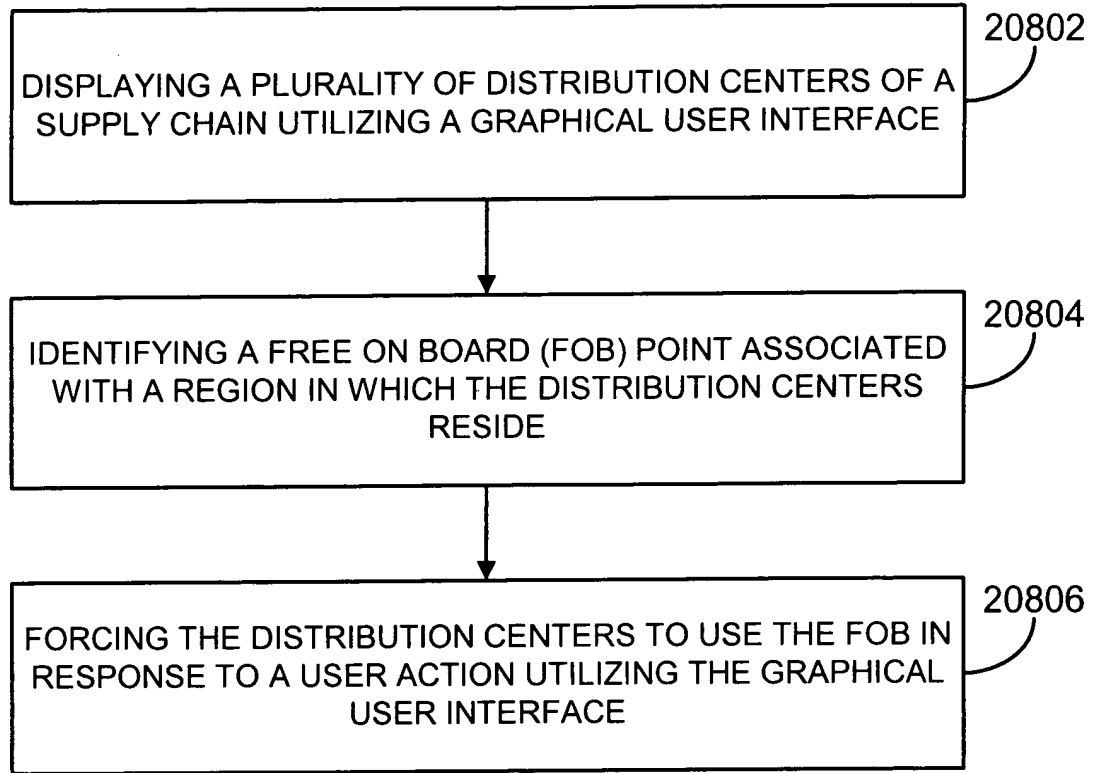


FIG. 208

20900

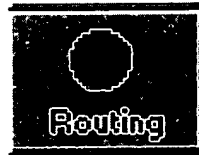


FIG. 209

21000

A screenshot of a software interface for report selection. The interface is divided into two main sections: "Report Selection" and "Report Parameters".
Report Selection:
- **Report Type:** A dropdown menu showing "Optimal Product Routing".
- **Report Name:** A list box showing "Freight Information Provided".
Report Parameters:
- **Supplier:** A dropdown menu showing "(All)".
- **Supplier FOB:** A dropdown menu showing "(All)".
- **Distribution Center:** A dropdown menu showing "(All)".
- **Version:** A dropdown menu showing "Base Version".
The list box under "Report Name" contains the following items:
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

21100



IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102



DETERMINING A LOWEST COST ROUTING SCHEME FOR EACH OF THE LANES

21104



PERFORMING A SUPPLY CHAIN ANALYSIS USING THE LOWEST COST ROUTING SCHEME

21106

FIG. 211

21200

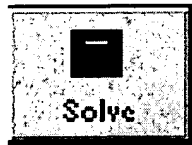


FIG. 212

21300

21302

Report Selection

| | |
|-------------------------|---------------------------------|
| Report Type: | Report Name: |
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | |
| | ew Capacity & Prices |

FIG. 213

- 21400
- Awarded Volume by Item - Detail
 - Awarded Volume by Item - Detail
 - Awarded Volume by Item - Freight
 - Awarded Volume by Item - Summary
 - Competing DC Freight Analysis by Item
 - Lane Assignment Matrix
 - Lane Weighted Average Delivered Cost

FIG. 214

- 21500
- Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)
 - Invoice FOB Detail Comparison (with conversion)
 - Invoice FOB Savings Comparison (no conversion)
 - Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

- 21700
- Report Name: Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (no conversion)
 - Assigned Volume Percentages (with conversion)
 - Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

22000

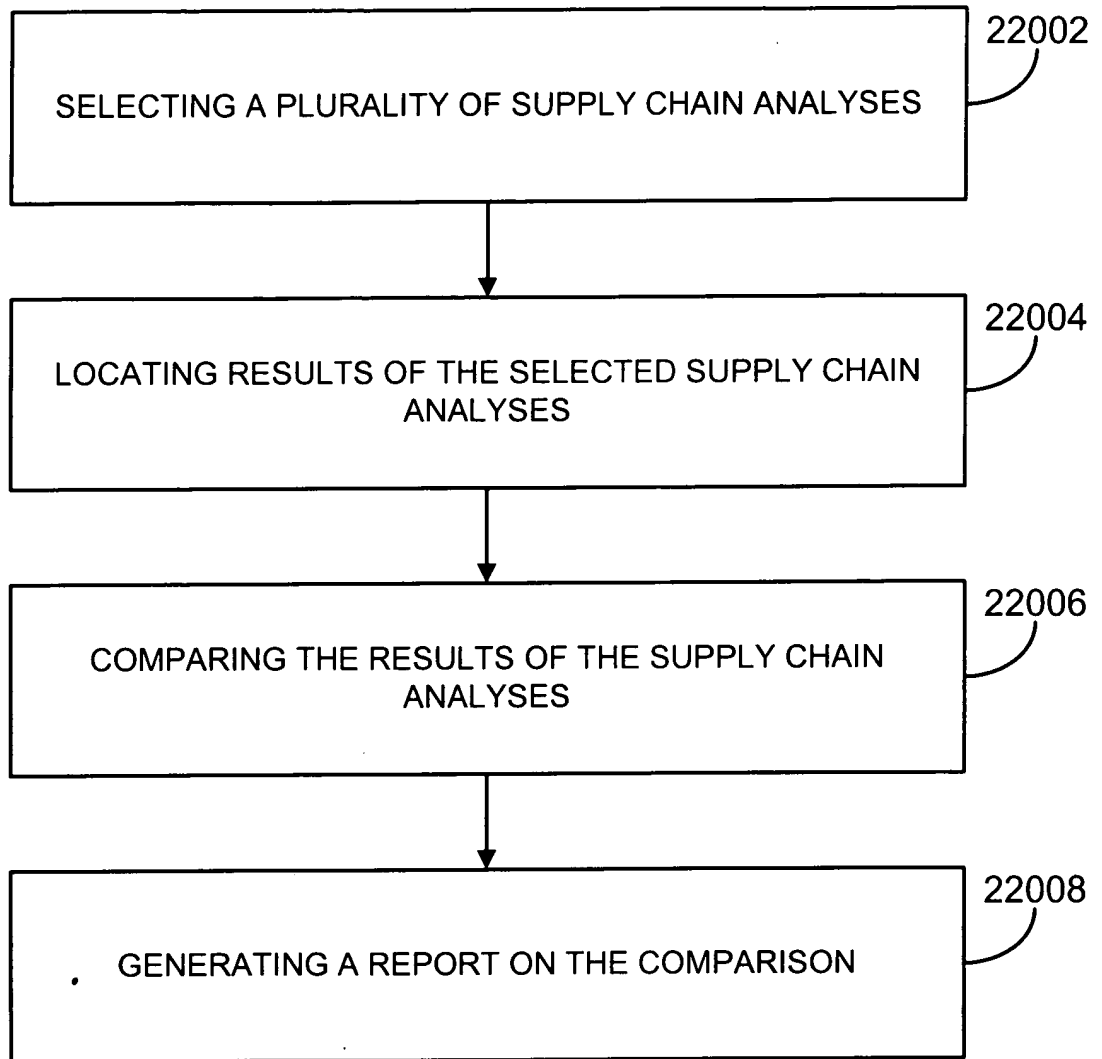


FIG. 220

22100

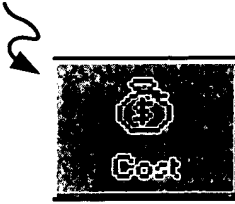


FIG. 221

22200

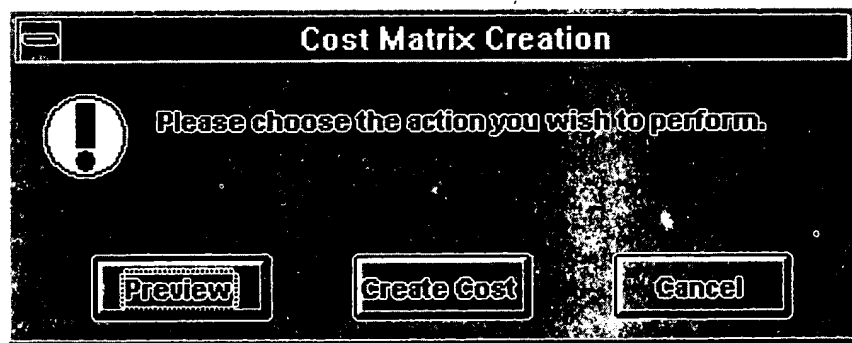


FIG. 222

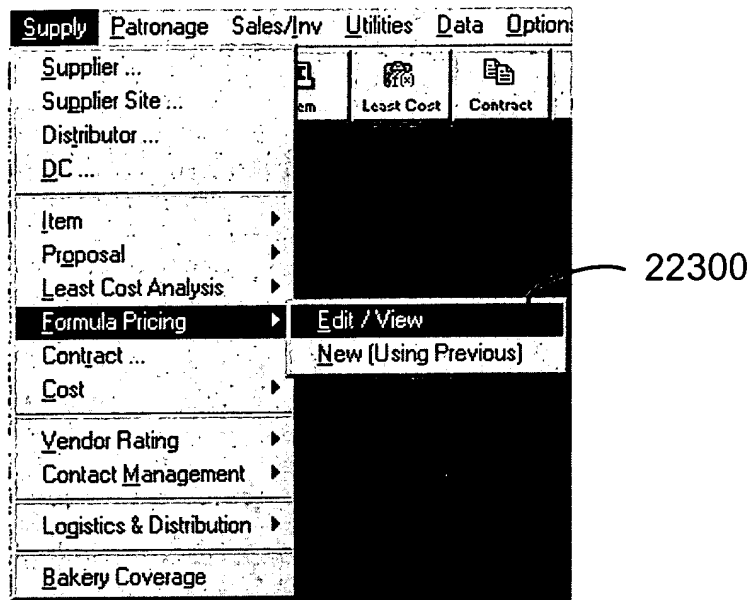


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|--|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | | |
| Date | FRSH
DOM 50%
TRIM | FRSH
DOM 65%
TRIM | FRSH
DOM 73%
TRIM | FRSH
DOM 75%
TRIM | FRSH
DOM 80%
LEAN | FRSH
DOM 85%
LEAN | FRSH
DOM 90%
LEAN BL | FRSH
DOM 90%
LEAN | FRSH
DOM 90%
LEAN YW | FRZN
DOM 90%
LEAN BL | IMP AUS
90% LEAN | Lean
Fine Tatr
Beef | |
| 3/23/98 | 0.8800 | 0.9100 | 0.8052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 | |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 | |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 | |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 | |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 | |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 | |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 | |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 | |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 | |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 | |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 | |

FIG. 225

22600

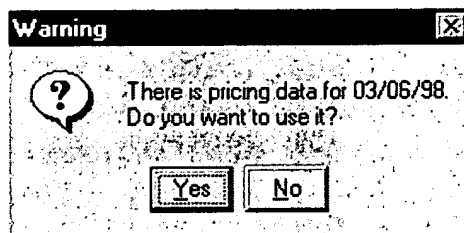


FIG. 226

22700

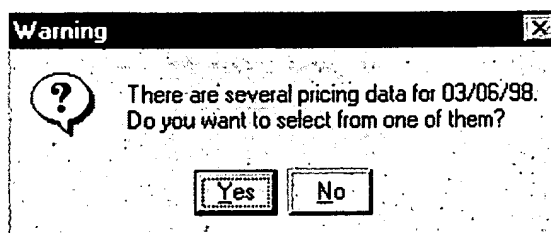


FIG. 227

22800

Formula Pricing Selection

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

[illegible][illegible]

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9866 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge |

FIG. 232

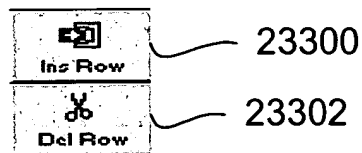


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

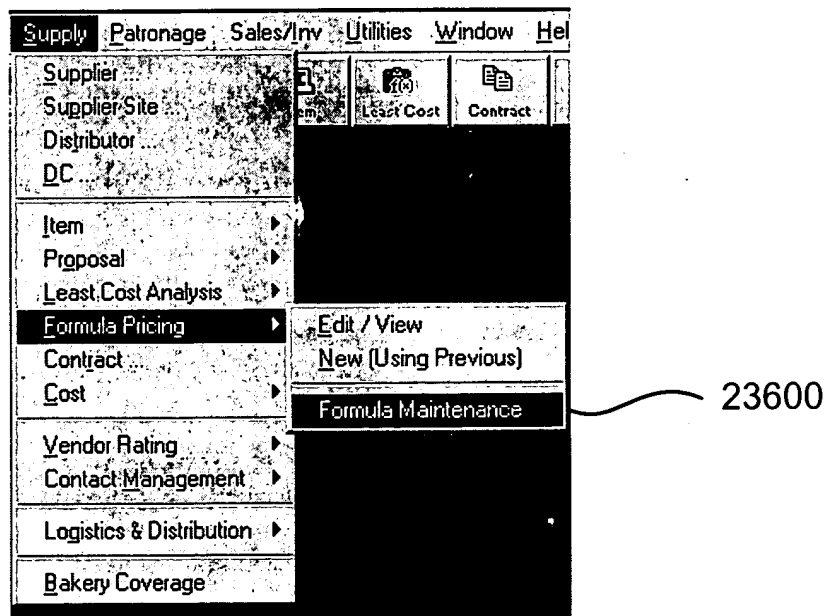


FIG. 236